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# BID TO BUY PEOPLE'S PORT IS UNDER WAY

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**ON TREK:** Archant KOS Media boss Paul Stannard talks about his Peruvian charity trek. Search: 'Peru'

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Picture MIKE GUNNILL



## DAME VERA BACKS BID

The White Cliffs provided the background for Dame Vera Lynn's visit to Dover to help launch the People's Port bid.

The famous landmark was the backdrop for her trip to the seafront, where she was warmly welcomed by a crowd of supporters.

The Forces Sweetheart, who is now in her 90s, said: "It is lovely to be here once again. Good luck with all the events that you will have in this lovely town."

**EXCLUSIVE**

■ BY MATHEW BEECH

SCORES of supporters welcomed Dame Vera Lynn to help launch the community bid to buy the Port of Dover.

The White Cliffs of Dover singer visited the Sea Sports Centre on Saturday when Dover and Deal MP Charlie Elphicke and the People's Port team launched its £400 million bid.

The 93-year-old singer was joined by business representatives, including members from all three major ferry operators, and from the town, district and county councils.

The proposal now has enough funding behind the scheme, mainly from the city and trust members, to take the bid to the next stage.

In making the bid, Mr Elphicke hopes that the People's Port will become a landmark of the Prime Minister's Big Society and will benefit the town and the wider community.

A newly-created community trust, the Dover People's Port Trust Limited, would purchase the port, with Doverians able to become a member for as little as £10.

The MP's proposal has the support of local government leaders and the ferry companies that use the port.

Leading businessman Sir Patrick Sheahy, the former chairman of BAT industries, was also at the launch backing the bid.

Dame Vera Lynn said: "It has been some time since I was last here, but it is lovely to be

CONTINUED ON PAGE 3

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**your lifestyle**

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**Chilean adventure**  
The rugged mountain slopes of Chile are a great for climbers and a pretty testing challenge for others too.

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# Pensioners call for reforms in street protest

■ BY JAMES ALEXANDRE

VETERAN campaigner David Plumstead joined hundreds of people outside parliament last week to protest against the government's pensions reforms.

Appearing on behalf of the Shepway Pensioners Forum and East Kent Senior Citizens, he is calling for better public transport for the over-60s, including an extension of travel concessions on buses and trains.

Mr Plumstead had hoped to meet MP Damian Collins to talk about his campaign, but the Shepway representative was in a Commons debate over the future of the post office and later sent a letter apologising for his absence.

Pensioners from across the country gathered opposite the House of Commons last Wednesday, waving placards and showing banners protesting against the reforms, which they say amount to paying far more for having to work longer.

The campaign then moved to Westminster Central Hall for a meeting of the National Pensioners Convention, where it heard from speakers including Labour MP Kelvin Hopkins, Green MP Caroline Lucas and trade unionists.

Mr Plumstead, who stood as an independent candidate at the last election, said of the speeches: "They were very good, some of them were quite rousing, which was great.

"The essential message that came across is that we've actually got a fight on our hands, and as a campaigner used to taking part in non-violent direct action in the past, I think we're going to see it again out on the streets.

"I think the only language the people in charge understand is peaceful but serious confrontation, to make them wake up.

"Just talking to them and writing



DIRECT ACTION: Veteran David Plumstead

letters doesn't really get you anywhere I'm afraid. I'm proposing on behalf of Shepway Pensioners that we get stuck in straight away."

Margaret Wright, who came up from Folkestone for the rally, said: "There are 11 million pensioners in this country, and if we all stood together the politicians wouldn't stand a chance."

On the subject of Mr Collins' absence, Mr Plumstead said: "I don't think he has done himself any favours by not making himself available.

"I don't think he realises that something approaching 20 per cent of the electorate in his constituency are pensioners who are not at all happy, so he needs to think about that."

## £250,000 cash confiscated by magistrates in crime proceeds

A QUARTER of a million pounds of criminal money has been seized and permanently forfeited.

Dover Magistrates Court ordered that the cash confiscated this summer should be permanently surrendered at a hearing on Thursday, October 29.

The majority of the money was found on July 30, 2010, by UK Border Agency (UKBA) staff at the outward controls at Dover's Eastern Docks.

Two British men of Albanian origin were stopped at border controls and had their vehicle searched.

Eleven packages of clingfilm-wrapped bank notes were found in the passenger footwell, with an estimated value of £200,000 in 500 and 200 Euro notes.

Both men denied any knowledge of the money and decided not to contest the cash seizure at the court hearing.

A smaller sum of £50,000 was discovered at the Channel Tunnel outward controls on June 3, when UKBA officers stopped a Lithuanian man and woman.

When questioned by UKBA staff, the man claimed they were only carrying £9,000, but with further questioning, the woman produced another 7,000 Euros.

### Seizure

A search of their vehicle led to the discovery of a further 250 Euros and a body search revealed two packages strapped to the woman's thighs containing the rest of the cash in Euros.

The couple chose not to contest the seizure and the money was permanently forfeited at the Magistrates' Court hearing.

Malcolm Bragg, Assistant Director of Criminal and Financial Investigation for the UK Border Agency said: "The Proceeds of Crime Act was designed to prevent criminals holding on to the money they made from their crimes.

"The UK Border Agency is determined to apply this legislation wherever possible to send a clear message to criminals and fraudsters that crime doesn't pay.

"The money we seized in these two incidents will now be returned to the public purse and used, in part, to investigate other crimes.

"Anyone with information about activity they suspect may be linked to smuggling should call our hotline on 0800 595000."

## New base for wheelchair service

THE wheelchair assessment service has moved into a new building.

The service, which was previously based in Folkestone, has recently transferred to the Aylesham Health Centre in Queens Road.

Patients, carers and healthcare workers will now benefit from a more spacious and professional environment, with dedicated parking spaces for disabled visitors.

The new centre will work alongside the assessment centre in Canterbury to work with 11,500 adults and children to ensure they have suitable wheelchairs to meet their needs.

To help mark the new premises,

the Wheelchair Assessment Service will be holding an open day between 10am and 3pm on Wednesday, November 17, when everyone is invited to see the new building and to meet the team.

### Improved

Gill Packham, head of Integrated Equipment and Wheelchair Services, said: "The new premises in Aylesham will help us to increase the number of patients who can be assessed for our service in a vastly improved assessment space.

"Together with our premises in Canterbury, we will continue to look

after our clients with the highest possible standards of service and care."

A patient at the centre said: "The Wheelchair Assessment Service is excellent.

"After suffering a stroke, leaving me paralysed on my left side, they supplied a wheelchair and ensured that it was correct for my body and gave me tips on how best to manoeuvre it.

"This has made my life so much better, and I am so grateful to the service. All the staff have been very professional."

For more information, phone 01304 843777.

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# Disabled riding centre in TV Lottery chance

■ BY MATHEW BEECH

## People's Millions short-list hopeful awaits your vote

**VIEWERS** of the regional news will decide whether a disabled riding centre in Alkham will receive a National Lottery grant.

The Alkham Valley Disabled Riding Centre has made the shortlist in the Meridian region for the broadcaster's People's Millions vote.

The project will go head-to-head with Joy Lane Primary School's community swimming pool project in Whitstable.

Viewers of the ITV Meridian East news will be able to vote on Thursday, November 25.

If the Alkham disabled riding centre is successful, it will put the £50,000 Big Lottery Fund cash towards a second wheelchair-accessible carriage, two ponies and an additional member of staff.

Project manager Josiane Murrell said: "We are already oversubscribed and always looking for funding because we are a popular project."

"We are the only project like this in the county



**ALL SMILES:** Alkham Valley Disabled Riding Centre

which has therapeutic carriage-driving, which means disabled people can get in and achieve.

"If we are successful and get the money, it would provide two ponies, a wheelchair and carriage and harness and another member of staff."

"We currently only have one pony which is completely safe with the carriage and there are always people waiting."

"One small pony that is 21 years old can only do five runs per session, but with new ponies we would be able to do up to 15 per session. Likewise with the staff – 15 sessions would be a lot to ask for one person."

The People's Millions is a scheme jointly run by the Big Lottery Fund and ITV and gives the public the opportunity to decide which projects will receive five £50,000 awards.

Fiona Dempsey, the Big Lottery Fund's regional head, said: "People's Millions showcases the great work groups are doing to make a real difference in their communities."

"This year it is going to be even more difficult to choose between the good causes up for public vote. We want viewers to throw their support behind the project they think has the community X factor. Every vote counts."

Adam Crozier, the chief executive of ITV, said: "Every year through the People's Millions, viewers have a say in how lottery money is spent in their area. We're looking forward to another exciting contest this year and wish all the projects taking part the very best of luck."

This year £3.8 million will be awarded across the country. Over the last five years the programme has handed out more than £21m to 388 good causes, with more than two million votes being cast by the public.

The week of voting starts on Monday, November 22, and there will be one award for each night, and a bonus award for the runner-up which receives the most phone votes across the week.

• Visit [www.peoplesmillions.org.uk/](http://www.peoplesmillions.org.uk/) for more information.

## People's Port bid

CONTINUED FROM FRONT PAGE

back here again. I wish you happiness in your future and hope you will continue to call this beautiful spot your very own."

Mr Elphicke said: "The gateway to the nation and the white cliffs should be forever England. We don't want Dover sold off to the French or whoever."

"They wouldn't sell Stonehenge, would they? We hope the People's Port bid will become a landmark of the Big Society."

"So today, we the people are launching a bid that our community should own and run the port for the community and for the national interest."

Sir Patrick Sheahy said: "I'm pleased to be accompanying the team to Downing Street next week. I feel confident we'll win David Cameron's support."

P&O chief executive Helen Deeble said: "We support a community takeover. We see it as the best way to secure a positive future for one of the nation's most important economic and transport facilities."

For more information, you can visit [www.peoplesport.org.uk](http://www.peoplesport.org.uk).

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**Pensions protestors march on Parliament. Search 'pensioners'**

## Channel swim danger fears

**COASTGUARDS** and ferry operators say swimming the Channel is becoming too dangerous as the numbers making the attempt increase.

Since comedian David Walliams swam to France for charity, interest in making the crossing from Dover to Calais has grown rapidly.

But critics say the numbers are now so large that swimmers and their support boats are a hazard.

Swimmers have viewed crossing the Dover Strait as a challenge ever since Captain Matthew Webb swam from Dover to France, on his second attempt, in August 1875. Starting from the French coast is banned by authorities across the Channel. A French coastguard official said: "This continuous increase of swimming the Channel creates more and more danger every year."

"There will be a collision, there will be an accident."

## Read my lips ...

**LIP-READING** classes are beginning on Friday in Whitfield.

The free hour-long sessions will be at the village hall in Sandwich Lane from 1.30pm. The classes are ideal for anyone suffering from hearing loss or wanting to improve their communication skills. To book, phone Hi Kent on 01622 691151 or e-mail [enquiries@hikent.org.uk](mailto:enquiries@hikent.org.uk).

## Pervert caught with child-abuse images

A **PERVERT** has been sentenced for possessing more than 100 indecent images of children.

David Lyne-Gordon, 57, from Sutton, near Dover, was given a three-year community order, a sex offender treatment programme, and a sexual offender's prevention order for five years at Canterbury Crown Court on Tuesday, last week.

Lyne-Gordon was charged in June with two counts of possession of indecent images and nine counts of making indecent images of children and pleaded guilty to the offences at a later hearing.

### Downloading

The court was told Lyne-Gordon did not have the courage to admit he was responsible for downloading child-abuse imagery or that he had a sexual interest in children.

Judge O'Mahony told him: "This is a tragedy. You are an intelligent man and you had a responsible job."

"You do have a sexual interest in children and you must be realistic about that."

Kent Police received information from Lyne-Gordon's then employer, Eurotunnel, which raised concerns about his use of work computers.

On December 1, last year, officers

attended Lyne-Gordon's home and work addresses and seized computer equipment. Officers arrested and interviewed him on the same day.

Kent Police's digital forensics unit conducted a full analysis of the equipment and evidence of 115 indecent images of children were discovered.

### Consequences

Detective Sergeant David Shipley of Kent Police's public protection unit said: "Lyne-Gordon downloaded child abuse images at home and even at work, putting others at risk of being exposed to them."

"He tried to blame others, despite having the same images on both sets of equipment. This demonstrates the lengths to which some people will go to offend, then try to avoid the consequences."

"We are grateful to staff at Eurotunnel for acting so swiftly and assisting the investigation to its successful conclusion."

"Lyne-Gordon will now have to address his behaviour and be monitored for at least the next five years."

"Kent Police remain determined to seek out anyone who targets children in this way and are committed to bringing offenders before the courts."

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# Legion's call to arms with the Poppy Appeal

■ BY MATHEW BEECH

DOVORIANS are being urged to help with this year's Poppy Appeal as the Royal British Legion looks for record levels of donations.

After the closure of the legion's Dover branch, responsibility for organising events has rested with the Deal and Walmer branch and organisers Sally Moat and Diana Abrahams.

Illness has curtailed this year's preparations, so organisers are looking to volunteers from Dover to help make this year's Poppy Appeal the most successful yet.

Mrs Abrahams said: "Unfortunately there is no Dover branch and there are only two people to organise the appeal, so I'm afraid there will be no specific events this year.

"We would like the public to help out with collecting and anything like that.

"They will need to come to us to get an official ID because it is essential that collectors have clear identification.

"There have been problems in the past and we want to make sure the money is going to the right cause.

"I am looking to have a table set up in Tesco and we are looking for a couple of volunteers to collect there.

"There are almost 3,000 centres across the UK and if people give us a call we should be able to get almost anything, within reason, to them in a few days.

"If they want, they can call Ann and Pam's Florists [01304 202796] in Cherry Tree Avenue, Dover, who are acting for agents for us and they will pass on any orders."

The 2010 appeal marks the 90th anniversary of the founding of the Royal British Legion and urges: 'For their sake, pin on a poppy'.

Last year, Dovorians contributed more than £21,000 to the Royal British Legion,



Picture PAUL SIMPSON

**POPPY:** Dover collected £21,000 for last year's appeal

which collected £1.3 million in Kent. Nationally, the Poppy Appeal raised more than £36m for ex-service personnel and their families and the Royal British Legion is looking to top that amount this year.

Mrs Abrahams said: "I would like us to raise more than £25,000 in Dover.

"Last year it was wonderful that people in Dover raised £21,000.

"Nationally, the target this year is to collect more than £40m."

For more information or to get involved with this year's Poppy Appeal, phone Mrs Moat on 07807 141849 or Mrs Abrahams on 07930 375699.

## PhD insight into JFK's inner circle

A P&O FERRIES employee from Dover is to receive a PhD for her research into American politics.

Michelle Ulyatt, 29, from Durham Hill, is celebrating after being admitted to the degree of doctor of philosophy by the University of Kent.

Miss Ulyatt, who works in the PR department at P&O Ferries' Channel House HQ in Dover, will be awarded her PhD at Canterbury Cathedral on Friday, November 19.

The former Dover Grammar pupil spent four years researching and writing a 94,000-word thesis concerning the role played by American political aide and speechwriter Theodore Sorensen – who died in New York last week, aged 82 – in shaping the legacy of President John F. Kennedy. She was awarded a bursary enabling her to study at the Kennedy

Library in Boston, Massachusetts, and interviewed Mr Sorensen and other political figures, including President Barack Obama's speechwriter, Adam Frankel.

Miss Ulyatt is hoping to turn her thesis into a book. Her interest in the subject stems from her first-class degree in politics, awarded by the University of Westminster in 2002.

Miss Ulyatt said: "Mr Sorensen was a private and modest man who always shunned the spotlight.

"In addition to writing some of Kennedy's greatest speeches, he devoted his life and career to preserving the memory of JFK and the reasons behind the president's political actions and policies. Mr Sorensen deserves far more credit than he ever received for doing this from the American people."



MICHELLE ULYATT

## NEWS IN BRIEF

### Calais stowaways stopped

TWO stowaways have been found hiding in a lorry loaded with Christmas fruit and nuts.

The Eritreans were discovered by UK Border Agency officers using sniffer dogs in Calais in the early hours of October 21.

The man and woman were detected hiding in the back of an Italian-registered lorry about to board a ferry for Dover. They were handed to the French authorities.

The haulage company and the driver could face a potential fine of £4,000 if they are unable to prove they did not take steps to secure the vehicle.

Regional director Carole Upshall said: "We base UK Border Agency dogs and staff in France to stop would-be illegal immigrants before they can reach the UK.

"As well as using sniffer dogs, we also have heartbeat detectors and carbon dioxide probes to find people hiding in vehicles."

### Cruising into a busy year

DOVER, which is the second busiest cruise terminal in the UK, is to welcome a range of ships in 2011.

Niche operators such as Crystal, Seabourn and Oceania are catering for a renaissance in premium cruising from Dover. The Hebridean Princess will take a select 50 guests, offering fine wine and dining as it cruises the Western Isles.

Transatlantic cruises are offered by the Holland America Line, which travels to New York City from its home port of Dover. The port will also be welcoming such lines as Aida, Ibercrueros, Pullmantur, Fred. Olsen, Saga and Princess.

### Punched to the ground

AN ASSAULT in Deal left a man unconscious on the ground. The attack took place on Blenheim Road between 2.45pm and 3pm on Saturday, October 16.

A 22-year-old was assaulted by two men. One held him in a headlock, while both of them punched their victim, causing him to lose consciousness. The two men then ran down Blenheim Road in the direction of Tides leisure centre.

A 30-year-old from Deal has been arrested and released on bail pending further inquiries. Anyone with information is asked to phone PC Roy Bushe on 01304 218167.

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**- a message from your Community Safety Partnership**



Dover District Community Safety Partnership are asking for assistance from parents and young people as well as youth and community leaders to help make this year's bonfire night festivities fun and above all safe

- **Act responsibly**
- **Keep Safe**
- **Adults should accompany children**
- **Be safe, be seen**

## Fireworks are dangerous

They can hurt and frighten people and animals. Follow the Fireworks Code, visit [campaigns.direct.gov.uk/fireworkssafety](https://campaigns.direct.gov.uk/fireworkssafety)

- It is safer to go to an organised display
- If you are an adult and still want to buy your own fireworks, only buy those marked BS7114
- It is against the law to:
  - Sell adult fireworks to anyone under 18
  - Have adult fireworks if you are under 18 and in a public place
  - Have fireworks meant for a professional display
  - Let off fireworks after 11pm and before 7am, except on Bonfire Night (allowed up until midnight), New Year's Eve, Diwali and the Chinese New Year (all allowed up until 1am)
- If you break the law and use fireworks in a way that causes nuisance you could be fined £80
- If you use fireworks dangerously you could be prosecuted.

**Have fun but take care and respect others.  
Lets help keep Dover District Safe.**



**Dover Community Safety Partnership 01304 872165**  
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09 59 Kia Ceed SW 1.6 CRDI 99 5dr 34690	£13380	£12000	£1380
09 59 Kia Ceed SW 1.6 CRDI 99 5dr 34690	£7495	£7000	£495
09 59 Kia Picanto 1.0 5dr Black 20094	£6025	£5500	£525
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09 56 Renault Megane 1.9 dCi 130 Dyn 5dr Silver 40391	£6700	£5799	£901
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07 57 Seat Altea XL 2.0 TDI Stylance 5dr Red 31070	£10065	£9299	£766
07 57 Seat EXEO 2.0 TDI CR SE Lux 4dr 1710	£15409	£17345	£1936
09 58 Seat Ibiza 1.2 2.5dr [ACI] Black 16230	£8000	£7299	£701
09 59 Seat Ibiza 1.4 5dr 3dr LUNA Grey 15816	£9275	£8000	£1275
09 59 Seat Ibiza 1.4 5dr 3dr Silver 20418	£8700	£8000	£700
09 59 Seat Ibiza 1.4 5dr 3dr Silver 20418	£11150	£11150	£0

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 10 59 Seat Ibiza 1.6 TDI CR Sport SP Silver 1829  
 09 59 Seat Ibiza 1.6 Sport V Silver 19158  
 09 58 Seat Leon 20 16V FSI Cupra Black 5976  
 09 58 Seat Leon 20 16V FSI Cupra Orange 4058  
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 08 58 Toyota Auris 1.0 V4H 3 CR TYROL Silver 6115  
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# Ready to save even more lives

With one in four properties at risk of flood, Kent Fire and Rescue Service invests in extra training

BY KATY LITTLE

KENT Fire and Rescue Service has new lifesaving equipment that will be used to rescue people in the event of flooding.

To mark the launch of the new gear, a reconstruction of a flood-rescue was held at Action Watersports near Lydd on Thursday last week – and KOS Media reporter Nick Ames put himself forward as the aquatic guinea pig to be saved.

KFRS says it is preparing for every eventuality and that by working with the Environment Agency and investing in training and new equipment it will be able to make water-rescues and provide help during times of flooding.

Tim Norton, of the Environment Agency, said: "One in four properties in the South East is at risk of flooding and we are working hard together to make sure people are prepared. Our message today is: We are prepared. Are you?"

Sean Bone-Knell, KFRS assistant director of operations, said: "The major flooding that Kent has experienced during the last decade and most recently in other parts of the UK has highlighted the considerable demands on our resources.

"With areas like Romney Marsh in the top 10 regions in the UK at significant risk of flooding, and other parts of the county having a history of coastal and island flooding, we

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KOS Media's Nick Ames is hauled from the depths. Search 'rescue'

decided there was a need to upgrade our existing water-safety procedures and resources."

During the past 18 months, KFRS has equipped and trained more than 600 staff in water safety.

Crew members manning the four new water-safety units have a bag of emergency kit, including drysuit, helmet, buoyancy devices, a

knife, a long line for pulling people to safety, torches and binoculars.

The units are based at Larkfield, Whitstable, Folkestone and Tonbridge fire stations, alongside the tidal-water-rescue unit at Sheppey fire station.

Fire officer Bone-Knell said: "The work is very physical but also involves a lot of technical knowledge on subjects as diverse as hydrology, so fire-fighters can read the water conditions to judge whether there are hidden dangers, or physics, to understand the impact of moving water on vehicles and structures.

"Our water-rescue teams have undergone very extensive training to ensure they can operate safely and save lives in the most extreme conditions."



**GOOD SAVE!** The rescuers demonstrate their skills with a training demonstration, 'saving' reporter Nick Ames



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<b>Natuzzi 'Hannah' large corner sofa with matching recliner chair in butter cup leather.</b> was £3674 <b>NOW £1995</b> 1 only	<b>BEDS</b> <b>Crown Sapphire 4 Drawer divan &amp; mattress 135x190cms</b> was £1139 <b>NOW £859</b>	<b>Jack rug - 100% wool union jack 180 x 120</b> was £395 <b>NOW £199</b> 5 only
<b>Celebrity 'Waburn' dual motor Lift &amp; Tilt powered recliner chair in a choice of fabrics</b> was £1140 <b>NOW £899</b> <b>LIMITED QTY!</b>	<b>150x200cms</b> was £1279 <b>NOW £959</b>	<b>Splendor - 100% wool soft white shaggy (modern) 213 x 152</b> was £345 <b>NOW £169</b> 3 only
<b>'Julie' High back traditional wing chair in a select choice of fabrics.</b> was £1095 <b>NOW £499</b> 6 only	<b>Hypnos Adagio zipped and linked sprung edge divan and mattress 180x200cms</b> was £3665 <b>NOW £2395</b> 1 only	<b>PLUS MANY MORE - VISIT <a href="http://www.lenleys.co.uk">www.lenleys.co.uk</a></b>
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Thurs 11th Nov	Remembrance Day in Ypres	£25.00 Per Person
One Day Battlefield Tour to Ypres, to include the Last Post Ceremony at the Menin Gate. Enjoy luxury coach travel as we tour around several locations including Essex Farm, Langemark, the Canadian Memorial and Tyn Gof before having some time for shopping and refreshments in Ypres prior to the Last Post Ceremony alongside YIPs (both civilian and military), as well as TV and documentary makers.		
This tour will be accompanied by an experienced long standing member of the Guild of Battlefield Guides.		
Thurs 2nd Dec	ITV's Loose Women	£25.00 Per Person
Sat 4th Dec	Shopping in Boulogne	£30.00 Per Person (3-16 Yrs £25.00)
Sun 5th Dec	Brugge Xmas Markets	£30.00 Per Person (3-16 Yrs £25.00)
Sat 11th Dec	Ypres Xmas Markets	£30.00 Per Person (3-16 Yrs £25.00)
Sun 12th Dec	Londons Winter Wonderland	£20.00 Per Person (3-16 Yrs £15.00)
Sun 19th Dec	Brugge Xmas Markets	£30.00 Per Person (3-16 Yrs £25.00)
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# yourlocalinterview

## QUESTION & ANSWER

### IAN PETTITT



**Q** Can you tell us a bit about yourself?

**A** I moved to Deal in 1980 to teach at Deal secondary school for 10 years. I then changed jobs and became the first paid employee for the British Triathlon Association as liaison officer. Since 1999 I have been an immigration officer and now work for the UK Border Agency, based at Coquelles in France.

**Q** How did you get involved in triathlons?

**A** While I was a PE teacher I took a year's secondment to retrain as a maths teacher, which gave me a bit more free time during the week. I had previously been a competitive swimmer-turned-water-polo-player for both Folkestone and Dover lifeguards but was gradually getting too old to play at a decent level.

By chance I watched a TV programme called The Visit, which focused on a man who had major surgery and then went off to compete at the Nice Triathlon in France. Watching him going through the stages of the competition was quite humbling and I started riding a bike again and taking up running. I had already joined the then Deal Striders, now Deal Tri, and quickly formed a triathlon section.

**Q** What does Deal Tri do?

**A** Deal Tri is now a multisport club where members either swim (open water, masters

or triathlon/aquathlon-related), cycle (time trial, road-racing, duathlon/triathlon, radonnees, even mountain-biking) and running (road, cross-country or again triathlon/duathlon/aquathlon-related). We started with 10 members back in 1986 and over the years we have grown to 416.

**Q** Why should people give it a try?

**A** Triathlon is a great sport which is attainable to most people. Generally, people may think immediately of the Ironman-type triathlon that they see on the TV, but there are many distances all the way down to supersprint, which could be as short as a 400-metre swim, 10-kilometre cycle and a 2.5-kilometre run.

**Q** Can you tell us about the aquathlon you did recently?

**A** The World Aquathlon Championships are generally held a few days before the Triathlon World Championships. It is generally a 2.5km run, 1,000m swim and a 2.5km run.

Because the weather in Budapest was much colder than expected, the water temperature had dropped and the organisers had to change the format to a swim/run event which normally would be a 1,000m swim and 5km run, but the WGB decided to keep the run to 2.5km.

Prior to my attendance, I had been quite ill with a chest infection and although I had entered both races many months ago I had not planned to race the aquathlon and to save

myself for the weekend. However, the short run really decided it for me as I am a pretty good swimmer and a not-so-good runner.

**Q** How did it feel to come fifth in the world?

**A** Due to an error with someone's age group, the results were amended and I have actually dropped to sixth place, but I still feel very proud to gain such a high position.

I am actually at the wrong end of my age group and the same time would have placed me second in the next group up, which I join next year. Therefore the result has given me the incentive to continue training hard throughout the winter.

**Q** What about the recent World Triathlon Championships?

**A** The age-group Triathlon World Championships were held over two days, with the sprint race on one day and the Olympic distance the next. I and three other Deal Tri members raced the sprint distance and one member raced the Olympic. I personally had the best race I could possibly produce – except for a time penalty – coming in 28th out of 61 in my age group.

**Q** How can people get involved with the club?

**A** For more information about Deal Tri and how to get involved, see [www.dealtri.co.uk/](http://www.dealtri.co.uk/).

**Q & A**

The president of Deal Tri sports club talks to **Florence Tennent** about taking part in triathlons, aquathlons and world championships. He explains how you can get involved – you really don't need to be Ironman!

PHOTO BY WWW.SARANTHEDRESSPHOTOGRAPHY.CO.UK

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# Media boss treks ancient Peru to help the children

■ BY NICK AMES and KATY LITTLE

NEWSPAPER boss Paul Stannard took time out from making boardroom decisions to see what life is like in one of the most remote and historic places on Earth.

As part of a drive to raise funds for Dave Lee's Happy Holidays and children's hospice Demelza House, he trekked through rainforests, along mountain trails and across wide rivers and lakes before ending up in Peru's fabled lost city of the Incas – Machu Picchu.

On the way, he encountered piranhas and tarantulas, battled altitude sickness and witnessed the ravages of a jungle storm.

"Children's charities in Kent are something KOS Media [publisher of this newspaper] has been involved with for six years and I felt it was time I did something myself," said Mr Stannard, part of a group of 14 trekkers.

The trip followed the ancient trail of the Incas and at one point the group found itself on a rickety structure erected 200ft up, looking down on the canopy of the rainforest.

The group was shown an insect that can stun a tarantula before laying an egg on the deadly spider, and at night listened in tents to the sounds of jungle creatures.

One of the main dangers of trekking in the Peruvian rainforest at altitude is fierce thunderstorms.

"The weather can change so quickly," said Mr Stannard, who described his journey as "very emotional" and the final descent into the ruins of the former Native American civilisation as "overwhelming".

"When you climb the Sun Gate and look down on the city everybody gets emotional."

Mr Stannard said his trek gave him some new perspectives.

"It made me think about the people I was doing it for, about my family and life in general," he said.

"The local people are a hardy lot – maybe they haven't as much as others in some ways, but they are always cheerful.

"The first couple of days were fine but later on I started thinking 'What on Earth am I doing?'. But now I'm back, I think it was a fantastic experience."

To donate to Dave Lee's Happy Holidays, go to [www.justgiving.com/Paul-Stannard](http://www.justgiving.com/Paul-Stannard), and for



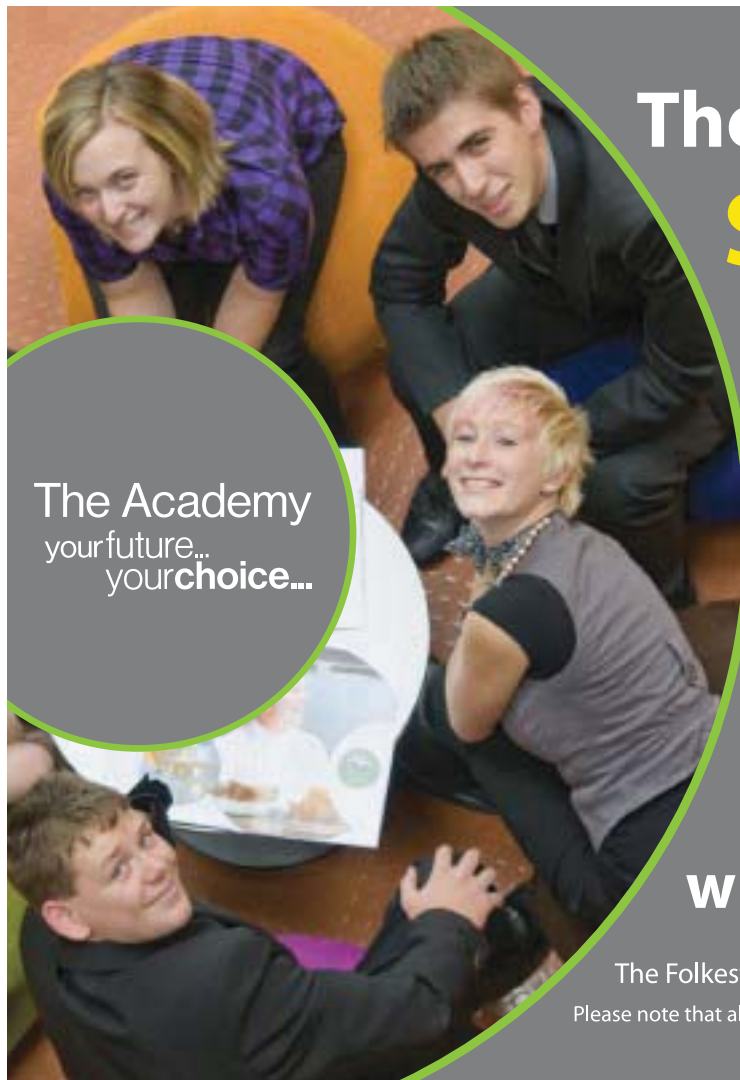
**REALITY TREK:** Paul Stannard, centre, with his fellow trekkers at Machu Picchu; and, right, a friendly tarantula



those who wish to contribute to Demelza go to [www.justgiving.com/Paul-Stannard0](http://www.justgiving.com/Paul-Stannard0).

Anyone wishing to donate by cheque should make it payable to Dave Lee's Happy Holidays or Demelza House Children's Hospice and send it to Kerry Head, KOS Media Ltd, Apple Barn, Hythe Road, Smeeth, Ashford TN25 6SS.

If you want to see Mr Stannard talking about his travels, go to [www.yourkenttv.co.uk](http://www.yourkenttv.co.uk).



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## Youngsters moving to healthy success

THE Street Dance Project has been a great success, say its organisers.

The Dover District Council Safety Partnership, which is continuing its work to engage with young people, funded the pilot scheme after feedback from youngsters who wanted something constructive and healthy to do.

Additional funding has been agreed by the Dover district community safety unit and classes for primary school-children are running until the end of 2011 at the Triangles community centre in the St Radigunds area between 5pm and 6pm on Fridays.

The pilot project was run by PACE Developments and enabled young people to gather in a safe environment, learn modern dance moves, keep fit and enjoy themselves at the same time.

The community safety partnership has agreed to further funding following the success of sport leadership programmes in other areas, which it also funded.

For details, call 01304 872338 or email communitydevelopment@dover.gov.uk.

## Historic family ties

A GENEALOGY craze is sweeping Dover, according to an independent survey.

Two-thirds of people are planning to delve into their families' past to uncover their roots, with most saying they will start by asking their grandparents.

The most popular discovery residents would like to uncover in the archives would be a naval hero, at 29 per cent, narrowly followed by 20 per cent of people longing for an aristocratic history.

# 'Cuts make us question the direction of party'

■ BY MARIJKE COX

A HIGH-PROFILE LibDem has attacked the Coalition Government's "hard and fast" spending cuts and vowed to fight for his party to get back on track.

Shepway councillor Peter Carroll, who lost out to Tory rival Helen Grant in the race to become Maidstone's new MP, also slammed Conservative members for "cheering with delight" after Chancellor George Osborne's spending announcement last month.

"I was appalled they could show glee at a plan which will bring pain to people," he said.

"I don't believe it is necessary to cut so hard and so fast, but the thing that angers me most is that the people who caused most of the problems are the ones who suffer the least.

"I think the spending review has made a lot of LibDem activists get to the point where they are questioning where the party is going."

Cllr Carroll – who along with Joanna Lumley won equal settlement rights for retired Gurkha soldiers last year – said he was disgusted with some of the changes, in particular the proposed increase in the cap on university tuition fees.

"I was brought up on a council estate in Manchester, I went to a good school and went to university," he said. "I got a grant to pay my tuition fees and all of this meant I have been able to lead the life I have."

"The idea of charging such levels to go to uni-



**FIGHT FOR HIS PARTY:** Shepway councillor Peter Carroll

versity is absolutely wrong. I am furious with this; it is taking away opportunities for people."

Cllr Carroll, who openly expressed his disappointment with the formation of the Coalition in May, said that despite his upset at the recent changes in the party he would not resign.

"I've always been interested in politics to try to make things better, a bit like with the

Gurkha campaign and the Lydd-airport campaign," he said.

"I haven't traditionally had a working interest in the LibDems. I've never been on committees, for example.

"Now I've got to start going to conferences and show how I've put blood, sweat and tears into the party. Our opinion poll rating is horrific, the leadership is doing a difficult job and judgements are being made.

"But I believe the party can change."

Cllr Carroll admitted there was a feeling of disappointment among LibDem voters.

"They can see a party that has fallen into bed with another party which cheers with glee to massive cuts to spending," he said.

"We did have to make cuts, but they needed to be made in a much more measured way, with sensitivity."

Fellow LibDem Guy Voizey, who lost to Tory Julian Brazier in the fight for the Canterbury seat, said the spending review was as expected.

"I think people are aware there needed to be some sort of change in Government spending," he said. "There's going to be winners and losers in this. Some people will benefit, such as poor people in schools who will see significant investment.

"People who lose out will be upset and it is the job of Government to put in conditions that allow everybody to do their own things to help themselves as much as possible."

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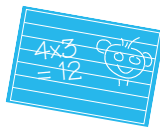
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**BIG SNIP:** Warden House pupils and Kenny Kinch

## Co-operation counts

PRIMARY-school pupils have cut the ribbon to open a new Co-operative store.

The youngsters from Warden House and Sandown primary schools took part in the ceremony on Thursday, October 21, in Deal.

The new store in Park Road has been rebranded from a Somerfield shop as part of a £600,000 investment by the Co-operative Group.

To thank the two Deal schools for helping them with the ribbon-cutting ceremony, the company has donated £100 to each school's funds.

Store manager Lenny Kinch said: "We are proud to serve the local community and this substantial investment means we can provide an enhanced service."

## German exchange

A GERMAN school band has travelled to Dover to perform a joint concert with St Edmund's Catholic School.

Holzcamp Catholic Comprehensive School, from Witten, Germany, arrived on Monday, September 27, to spend a few days enjoying English culture and to perform some concerts.

The 31 German students spent time in the classroom before heading to St Edmund's Eden theatre for the concert.

Holzcamp's director of music, Peter Harbecke, said: "It was a great opportunity. We would love to come back again."

# Rubbish marine monsters bring ocean life to school

■ BY MATHEW BEECH

A MARINE Conservation Society roadshow will travel to primary schools after pupils entered a build-your-own sea monster competition.

The SeaFrance-sponsored scheme will see more than 1,500 schoolchildren discovering the secrets of the ocean as the MCS Cool Seas Roadshow visits nine schools in Kent.

The children were challenged to create their sea monster using items they would usually throw away, highlighting the amount of rubbish found on Kent's beaches every year.

MCS corporate fund-raiser Kat Stephenson said: "The Cool Seas Roadshow is an amazing interactive spectacle that takes the secrets of our oceans and seas into the classroom."

"It brings life-size inflatable models of sharks, minke whales and dolphins into the school to show pupils just how cool our UK seas are."

"The children learn all about marine conservation and what they can do to help look after our seas, including the terrible impacts of litter on wildlife."

"SeaFrance and MCS have been really amazed at some of the ideas, from a sea serpent called Lily Chilly to a monster called Speedo Spike, made out of everything from cardboard to plastic."

"MCS is once again delighted to be

working alongside SeaFrance, which has generously given more than £4,000 to pay for the Cool Seas Roadshows at the winning schools.

"Some of the entries were from whole classes, while others were just from small groups of children."

"But, to a child, they had really taken the litter theme on board and showed a real understanding of how damaging marine litter is to us and to wildlife."

SeaFrance managing director Robin Wilkins said: "It's vital for the future of our planet that we get this message across to the next generation, and it's great to be able to do so in a way which is creative and informative."

Alicia Adams, Skye Kerr and Lauren Bennett, all aged eight, won a Cool Seas Roadshow for Murston junior school in Sittingbourne by creating Ollie the Octopus.

They said: "We think litter on beaches is very bad. It can harm animals. It does not look very nice and makes us sad."

Yasemin and Ellis Mehmet, aged 10, will also see the roadshow visit their school, Sundridge and Brasted CE primary school, near Sevenoaks, after they came up with a frightening octopus called Black, made out of a black bag.

The winning schools were: Leeds and Broomfield; Murston junior, Sittingbourne; More Park Catholic, West Malling; Vigo Village; Rolvenden, Cranbrook; Morehall, Folkestone; Birchington; Sundridge and Brasted; Southborough primary; and Bromley.

• For details, visit [www.mcsuk.org](http://www.mcsuk.org).



**MONSTER EFFORT:** Alicia Adams, Skye Kerr and Lauren Bennett from Murston junior school with their recycled creation, Ollie the Octopus

**SEND your schools news and pictures to [dave.mairs@kosmedia.co.uk](mailto:dave.mairs@kosmedia.co.uk). You can also upload your video clips of schools events on to [www.yourkenttv.co.uk](http://www.yourkenttv.co.uk).**

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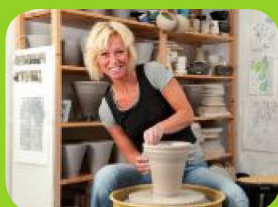
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KOSmedia

# BUSINESS WEEK Live

## Conference Programme



Lord Michael Howard

**Opening Address:** 9.00 – 9.20

Lord Michael Howard, Baron Howard of Lympne  
Paul Stannard, MD, ARCHANT KOS MEDIA

**Session 1.** 9.30 – 10.00

### Winning business from the public sector TODAY Panel discussion

In the wake of the comprehensive spending review, many businesses will have to review the way in which they trade with the public sector. Public sector procurement covers everything from multi-billion pound orders for aircraft carriers down to contracts to clean the windows of local schools or supply flowers to the town hall. Every government department, local authority, LEA and health trust has its procurement officers and each has its own buying requirements.

**Panel members:** Tim Allen, Group Managing Director, MJ Allen  
Martin Wragg, Defence Suppliers Service, MOD  
Jeff Alexander, Head of External Affairs, South East Region, EEF



Tim Allen  
MJ Allen

**Session 2.** 10.15 – 10.45

### Readying investment... how to catch your dragon

Many people have some great ideas; however, translating them into a tangible prospect for business and investors is not always so easy. Come along and hear how to attract and secure equity investment into your business... the do's and don'ts, rights and wrongs... and how to spectacularly cock it up.

**Speakers:** Phil Beavan, Portfolio Director, Innovation & Growth Team  
Elizabeth Dolding, Partner, Warners Solicitors



Phil Beavan  
Innovation & Growth Team

**Session 3.** 11.00 – 11.30

### Digital Revolution: What's in it for business?

Apps, stats, video, mobile technology, the web – what does it all mean for business? How can we be a part of the digital revolution and what are the implications for businesses. Come and hear from a leading expert, who has over 10 years of experience in this area, as well as working for leading companies such as Lycos Europe.

**Speaker:** Johnnie Jensen, Success Engineer, Tmandi



Elizabeth Dolding  
Warners Solicitors

**Session 4.** 11.45 – 12.15

### Tweet, greet and network... is social media like Twitter, Facebook and LinkedIn worth the investment?

Despite the tremendous growth of business presences on social media sites, such as Facebook, LinkedIn Twitter etc, there are still many misconceptions about how best to use it. Come and hear from an expert, with many years of experience in this area and dispel some of the myths. Get advice about spending time up front doing analysis, research, goal setting and how having a strategy will make a social media plan easy to execute.

**Speaker:** Dan Maudhub, Managing Director, Wonderful Creative Agency



Johnnie Jensen  
Tmandi

**Session 5.** 1.00 – 1.30

### Win the war for talent – getting the best staff

Despite the prospect of job cuts and redundancies, many sectors are struggling with a real shortage of skilled staff. With the green shoots of economic recovery starting to appear, businesses will have to work harder than ever to retain talent, and understand the best way to recruit such staff initially. Come and hear from a leading HR expert, who will offer businesses tips and hints on how to achieve this.

**Speaker:** Simon Brown, HR Transformation Deployment Director, Coca Cola Company



Dan Maudhub  
Wonderful Creative Agency

**Session 6.** 1.45 – 2.15

### Manage and inspire... it doesn't have to be a secret

Books and courses are not a panacea to good management, nor do they guarantee that people will be able to put the theory into practice. Come and hear from a motivational speaker, who has over 20 years experience in operational management, sales, change management, training & coaching, personal and organizational development.

**Speaker:** Neil Annis, Managing Partner, ThinkGap

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Simon Brown  
Coca Cola

**Session 7.** 2.30 – 3.00

### Global brand marketing strategies for local businesses

Discover a world of multi-channel marketing opportunities and learn how big global brands maximise mobile apps, digital, print, social networking and PR as interconnected revenue generators. We showcase how local companies can create their own revenue and brand success through a strategic multi-channel campaign, quickly, efficiently and effectively.

**Speaker:** Ben Edwards, Marketing Manager, Page Suite



Neil Annis  
ThinkGap

**Session 8.** 3.15 – 3.45

### The Big Debate – what will be the role of business in the Big Society?

David Cameron launched the 'Big Society' to empower communities and said that groups should be able to run post offices, libraries, transport services and shape housing projects. What are the implications of this for businesses and how can they be involved? Come and join a panel session with leading experts from business and social enterprise to hear what they think the future landscape may look like.

Celia Richardson, Director of Communications, Social Enterprise Coalition  
Johnnie Jensen, Success Engineer, Tmandi  
Clive Relf, Senior Business and Tax Partner, Reeves & Co LLP  
Desmond High, Director, EMC Management Consultants Ltd  
Roger House, Regional Chair of the Federation of Small Businesses

**Panel members:**



Ben Edwards  
Page Suite

## Speakers' Corner



**SMART marketing and funding can turn a good idea into a profitable business, says an industry expert.**

Phil Beavan, portfolio director for the Innovation and Growth Team, said too much focus is often put on a product without enough thought about how to bring in investment.

The straight-talking business guru will address Business Week Live delegates on 'Investment ready – how to catch your dragon'.

"You have to make sure the product is financially ready, that there will be high growth and a good exit route," he said.

"People have to make sure they are investment ready. There have been real horror stories where people have got a great product, but spend so much time focusing on that that they get nowhere and have lost a lot of money."

Mr Beavan said since he started with the Government-funded Kent and Medway Innovation and Growth Team in March, he has raised just over £500,000 in investment for businesses.



**BUZZ words are out and straight-talking in says motivational speaker Neil Annis.**

The Kent-based business expert will let Business Week Live delegates in on 'The Secret of being an Inspirational Manager'.

"I'm going to talk to people about how to get the best from themselves and how to adapt as a manager to keep staff motivated," he said.

"This is not about buzz words and hype – I really don't like that – this is about tips and advice that can be easily translated in any organisation."

"People need to be able to implement knowledge, skills and ideas into the workplace to run a successful business."



**FACEBOOK, Twitter and other social networking websites have levelled the playing field between large and small businesses, says digital marketing specialist Jonnie Jensen.**

Mr Jensen's Tmandi firm works with other companies to help them improve their internet

search ranking and teach them how to make the best use of modern technology – a must in business today he says.

He will talk about 'The Digital Revolution' at Business Week Live: "The digital revolution has enabled businesses of all sizes to compete against one another. In the earlier days of the internet it was all about who had the most money to spend. A classic example would be companies from the insurance sector buying the most expensive keywords so customers would always come to their sites first on search engines like Google."

"But now the use of social media like blogs and forums has brought us right back to what was the original measure of a successful business, and that was representation."

"I'm keen to point out to small and medium-sized firms that there's never been a better opportunity for them to succeed. All it really takes is a creative mind and a commitment to reach the top."



**PRIVATE sector firms should be pulling out all the stops to capitalise on the outsourcing of public sector contracts, says engineering boss Tim Allen.**

Mr Allen – the group MD of the Ashford-based MJ Allen Group – is taking part in a panel discussion on the subject at Business Week Live:

"Although there will be lots of cutbacks, the public spend is still large and there's still work to get. And with more outsourcing away from public control, there's a great opportunity for private companies to make the best of it. "But there's no substitute for getting out there, knocking on people's doors and letting everyone know what you do."

Which makes Business Week Live a 'must' event, he said: "It's all about meeting as many new people as possible."

**Register now for FREE tickets [www.businessweeklive.co.uk](http://www.businessweeklive.co.uk)**

## KEY PARTNERS





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#### Why Businesses Should Attend



by **STEVE LOADER**  
BUSINESS EDITOR  
steve.loader@kosmedia.co.uk

Business Week Live makes its debut on Wednesday November 10 – exactly three weeks after the Government's Comprehensive Spending Review.

We all knew the CSR would be a bitter pill to swallow – we hope and pray it will do good even though it tastes foul at the moment.

I know many businesses had been holding off making their plans for 2011 because they wanted to hear what Chancellor Osborne had in mind.

Now they know, they need to move fast to get those crucial plans in place for what will be a pivotal year for them and the country.

And I'm happy that Business Week Live can deliver solid foundations upon which to build

or re-build rather than an exercise in tracing pretty patterns.

Instead of token celebrity speakers which, as a scribe I would welcome for the anecdotes and column inches they deliver, there is a roster of experienced industry experts discussing issues facing us all today at Business Week Live who can send delegates away with more than a few top tips that may rescue and re-energise their business.

There are a few stands remaining so companies need to move fast to secure one.

Entry is free of course, but some proprietors and managers may question whether they can afford time to attend; I would ask 'Can you afford not to?' when there is so much free advice and expertise on offer. Plus £2,500+ worth of training access from one speaker alone.

An hour or two spent here is far more valuable if it saves your company, staff and jobs – and the latter means prosperity for us all.

Take out insurance for your business - get yourself registered at [www.businessweeklive.co.uk](http://www.businessweeklive.co.uk).

#### Exhibitor List

ADM Computing  
All Health Matters Ltd  
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Asbestos First  
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BIG  
Brachers  
Bradbourne House  
BT Local Business  
Buckmore Park Karting Ltd  
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Business Flow UK  
Business Link SE  
Business Week  
Channel Chamber of Commerce  
Charity Bank  
Chart Hills Golf Club  
Circatron  
Claws & Jaws  
Clean Tech  
Comcheck Systems Ltd  
Complete Ice Control  
Core Financial Services  
Credo IT & CRB Checks  
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Dickens World  
Dodds PC Repairs  
East Malling Conference Centre  
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Future Creative  
GCL Ltd  
GradsKent Project  
HMRC  
IMM-PR  
Innovation & Growth  
Intellectual Property Office  
IPS International  
Jewelrama Ltd  
Judd Associates  
KCC (South East Business Carbon Hub)  
Kent Business School  
Kent Cleaning Solutions  
Kent F.A.  
Kent Invicta Chamber of Commerce  
Kent Office Solutions  
Kent Science Park  
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KPS Business Solutions  
Leaf Hotels  
Lloyds TSB  
London Golf Club  
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Matt Hopkins Print & Web Design Services  
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Each of our teams will consist of MBA Students, Alumni and Academics, with an extensive range of industry experience in a variety of sectors.

On average, our MBA students have 10 years management and International experience. The session will enable companies to come and discuss ideas, issues and generally brain storm with qualified business experts from all industries and age groups.

**Sessions are free throughout the day, however numbers are limited so book your place early by emailing [s.blanchard@kent.ac.uk](mailto:s.blanchard@kent.ac.uk)**



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- How can creative approaches to thinking and solution finding help develop successful businesses
- Participants will have the opportunity to contribute and assess their own business needs and explore possible bespoke creative training solutions in conjunction with the Future Creative team.

**Workshop starts at 10.45am**

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##### FREE tax advice from your local HM Revenue & Customs Business Support Team!

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# your letters



LETTERS: Please send your letters to: The editor, Apple Barn, Smeeth, Ashford, Kent TN25 6SS



EMAIL: Email your letters to the editor, Dave Mairs: dave.mairs@kosmedia.co.uk

## YOUR LETTERS

### Top-earners should take a cut in pay

Hearing nothing but cuts here and cut there, people making these cuts are not going to help by cutting their own waste, like leading by example and taking a pay cut, to a reasonable living level.

David Cameron has the chance to grow something all men have and some women borrow. Balls!

If one of his party members does something they should not do, they should be sacked there and then, no matter who they are.

These people are in a position of trust, on taxpayers' money.

If I was to even try to fiddle my expenses from work, that would be it – out of a job and the loss of everything. In this day and age any government rewards failure, (don't sack him – here's another couple of grand).

If any MP is questioned about anything, they should be suspended without pay because if they were honest they would not be questioned (besides, they earn enough from other incomes).

It is just greed – they don't care about me or you as long as their bank account is growing. This also goes for all the councillors from KCC right down to local town councillors.

Instead of cutting jobs, cut the pay.

Kevin Maynard  
Dover

### Fence article offered an unbalanced view

As a freelance journalist, I must protest in the strongest possible terms about your recent reportage concerning the Deal Maritime Museum fence.

It was completely biased and did not give a balanced view since it ignored the concerns of many members, residents and supporters of the besieged neighbour.

Deryck Murray, as chairman, has no authority to decide how much light Kathleen Thompson is entitled to, nor the width of the shared gate now allocated to her in the detested fence.

However, since the trustees have made some attempt at restoration of her kitchen lights by partially restoring them, they, inadvertently, have admitted liability and should therefore offer compensation for her respite over the distressing summer month.

Gregory Holyoake  
Deal

### Mothman and UFOs sparked my interest

I was interested to read the article on the Mothman sighting which took place near Saltwood, if you believe the tale.

It appears that just after that date there were a couple of other sightings of lights in the sky and it

## your blogger

Ian MacMillan considers the role of religion in education and conflict across the world



THE rescue of the Chilean miners was a splendid story of a heroic will to survive on one hand and a brilliant use of knowledge and technology by the rescuers.

Chile is, however, a deeply religious country and various churches seem to be claiming credit for the rescue, and indeed the miners themselves are mistakenly giving thanks to God, rather than to those actually responsible for their survival.

By this logic, one must presume that all the innocents who died in the recent Chilean earthquake must have been atheists, or perhaps believers who forgot to pray enough.

There was a heart-rending programme on the television about Manila a few days ago, where destitute families lived on the streets in the utmost squalor, with parents at their wits' end as to how to look after 10 or more children.

The Philippines is a 'pious' Roman Catholic country and birth control is frowned upon.

Meanwhile, Shias and Sunnis continue to slaughter each other in the Middle East, the likes of Hezbollah and Hamas consider it their religious duty to wipe Israel off the face of the earth, and fundamentalist Jews illegally build settlements on Palestinian lands on the grounds that God gave them this territory.

I could go on to mention Catholics and Protestants in Northern Ireland, but enough is enough.

Religious belief a power for good, as the Pope insisted on his visit? Do me a favour.

I confess that I find religious belief incomprehensible and accept that many individuals, and indeed groups, are inspired by their faith to do good deeds, but very many more bad deeds are done as a result of faith – 9/11 and 7/7, to name just two.

After achieving my career objective of early retirement from banking, I worked in primary education at a Church of England school and one of my duties was to photocopy teachers' job applications. How amusing it was to read how they all went to church every Sunday.

As if Children of atheists can attend primary schools without parents committing perjury (it's different at secondary level), but teachers do not enjoy similar latitude.

The stranglehold that the Church and – alas, increasingly – the Mosque, have on education is a scandal, as is the connection of religious belief with morality as asserted by the Pope. George Bush and Tony Blair, for instance, are notoriously religious.

Stranglehold is an apt word, as most C of E governing bodies have the local cleric as chair of governors.

I shudder to think how the governing body of a Madrassa or Islamic school is made up.

It's not all doom and gloom, however. Nick Clegg is an atheist, as is Ed Miliband, and I suspect that Prime Minister David Cameron is a nominal Christian only to get the votes of the pious.

Let's hope they do something. Education should be about reason, not superstition.

If there is a story in your area you think we should be covering contact the editor, Dave Mairs, on 01303 817022 or email him on the details above. If you want to be the next blogger then all you have to do is submit an article to us (of around 550 words) and email it to the editor.

And don't forget, for all the latest news and video from your town log-on to [www.kentnews.co.uk](http://www.kentnews.co.uk).



became a bit of a place for local UFO enthusiasts to gather.

It's a great Halloween story and I'd love to know if anyone who actually witnessed the 'beast' still lives locally.

There were also contemporary accounts and it would also be interesting to see them first-hand. It must have generated a fair bit of interest and controversy at the time.

Mike Rayner  
Hythe

### Where the Saltwood 'beast' tale falls over

Regarding the supposed Mothman which was meant to have wandered out of the woods near Hythe, no wonder it "fell over" as your headline says.

From the sketch of it the legs seem only half a foot high and so would have had real trouble supporting it.

Teresa James  
Hythe

### These heroes face death every day

What a disgraceful and disgusting blog last week by someone who clearly writes to throw up controversy.

There could have been any number of operational or personal reasons the emergency services didn't approach the scene straight away, not least, I'd imagine, that they have their own families to think of!

I'd love for this blogger to meet a member of the emergency services who faces death every day in one way or another, and see how they feel about this blog.

Richard Harrop  
by email

### I'm stunned if this really happened

I find it hard to believe that professional, trained emergency services would hang back from helping others because of fears for their own safety (last week's blog).

We depend on these undoubtedly brave people to help us in times like this and I am stunned at the thought that they would make people wait in pain, bewilderment and fear while they made certain that it was safe to go in.



Undoubtedly, senior officers need to protect their men, but that should involve a quick and professional assessment of the immediate circumstances, not the long-winded period of prevarication that seems to have been the case here.

Malcolm Triggs  
by email

### Government should veto 999 pay rises

If the Coalition Government is serious about fairness to taxpayers, it would veto any pay rise for fire-fighters, policemen and ambulance crews (last week's blog).

I listened carefully to news about how fire-fighters delayed entering the tube, saying they were afraid another bomb would go off. They are certainly not all angels.

Emergency services require courage, of course. I believe privileges have to be earned and

not be granted on demand. None are indispensable in the short or long term.

Among my friends and neighbours are firemen who all have lucrative second incomes from cash businesses.

Is it their second incomes they want to preserve while walking away with a £10,000 annual pay rise as well? Is that not as unfair as the inflated housing benefits of more than £21,000 per year that are being tackled?

A decline in standards of service owing to lack of commitment by the workers, as well as their bosses, is evident throughout state employees, who are accustomed to getting undeserved bonuses and rewards for failure and fixed targets.

It will get worse because among the self-employed and younger people an attitude of 'I would do exactly the same if I could get away it' exists.

Has tacit acceptance of corruption, sleaze and cover-ups become the norm?

Casualised staff are suffering increasing hardship from job and housing insecurity. My message to the state sector is 'Welcome to our world'.

Name and address  
supplied to the editor

### Car discrimination is totally unacceptable

Discrimination laws: the title would make one think they are supposed to bring equality for all, in all walks of life, when in fact it so often means that discrimination is enshrined in law to work against certain classes of people.

Reading that the police admitted they usually send more 'flash motors' to gypsy sites when they have to make an arrest, as the gypsies do not like being taken away in normal patrol cars... is this not discriminating against the normal non-gypsy population?

I suppose the excuse will be that it is 'positive' discrimination, so that makes it acceptable. But it is not acceptable to those who are being discriminated against!

Terry Hudson  
by email

### Make Marsh huts a tourist attraction

Last week's story on the lookers' huts on Romney Marsh was one that caught my attention.

I understand that a replica is being built on the site of local tourist-board offices.

That's all very well and fine, but how about designating one a historic monument and make it part of the tourist attractions of the area?

Romney Marsh is rich in folklore and these buildings add so much to it.

I just hope this wonderful place will be spared the ravages of greedy, uncaring developers.

Jake Rogers  
New Romney



# Brian shows that 3D photography is a kind of magic

LEGENDARY Queen guitarist Brian May will share his lifelong passion with Kent's literary crowd by taking them on a visual journey into the past.

In what will be a far cry from his rock-star lifestyle, the world-renowned musician will present his book, *A Village Lost And Found*, at the Folkestone Book Festival on Wednesday, November 10.

Co-written by Elena Vidal, the publication is a collection of original 1850s stereoscopic photographs – 2D pictures brought together to create the illusion of depth.

May, regarded by some as one of the greatest guitarists of all time, told KOS Media how his fascination with stereoscopic pictures pushed him to create the book.

"I've been interested in stereoscope photography since I was about seven. This is a book I've always wanted to write," he said.

"There's a quiet, contemplative atmosphere that pervades the book. It gives people a window to look through to see tales from years ago. It shows a moment in time. The book is all about people of that time and their lives."

■ BY MARIJKE COX

The 63-year-old based his book on images of a forgotten Oxfordshire village, taken in the 1850s by photographer TR Williams.

May, who wrote such Queen hits as *We Will Rock You* and *I Want It All*, is now bringing what he describes as his "show" to Folkestone, to share the Victorian dreams seen in the pictures in his book.

"What makes it different is the magic of 3D," he said. "Everyone knows what 3D is and this is doing it the Victorian way."

"It lets people step into Victorian dreams and actually feel something. There was no TV or cars – there was a different way of looking at life. It was a bit more contemplative."

"I've done a lot of these events and this is a show, a production in 3D – we're duplicating the book in the room."

"It's a very nice experience. You get a lot of wows with this book."

May said he expects stereoscope fans to come to his presentation but admitted he would get some people turning up expecting him to bring out his guitar.

"You obviously get people coming because of



Picture: RICHARD GRAY

**THE SHOWMAN:** Brian May brings his book to Folkestone

who I am, but generally everyone enjoys the show," he said.

May, who has a PhD in astrophysics, is already a published writer, having created *Bang! The Complete History Of The Universe* with astronomer Sir Patrick Moore and astrophysicist Chris Lintott.

"In *Bang!* there were three of us working on it and I was a bit like the translator for them to get the audience to understand," said May.

"In the case of TR Williams there is nobody that knows about the subject better than myself and Elena."

"I was the best vehicle for his work to be shown to the world and it has been very worthwhile for me."

For information and tickets to the Folkestone Book Festival go to [www.folkestonelitfest.co.uk](http://www.folkestonelitfest.co.uk).

## Give your views on community centre

A NEW and improved programme of activities is being drawn up for Elvington Community Centre.

As part of the process, Dover District Council and NHS Eastern and Coastal Kent want feedback from residents about the services on offer and what they would like to see in the future.

This development follows the success of the Elvington Extravaganza held at the community centre.

DDC community development officer Carol Reeves said: "As an ongoing community project, we welcome any comments from people in the area on the kinds of services and activities that they want."

To have your say, phone 01304 832179.

## Shop gives charity a £300 cash boost

A HIGH-STREET shop in Deal has handed a charity a cash boost as part of its fund-raising campaign.

The Original Factory Shop has donated more than £300 to St Margaret's FC All Stars.

The money has been raised as part of the Make A Difference In Your Community campaign, which was launched in January.

Staff at the store have been supporting the organisation through a range of activities including fancy-dress, raffles and sponsored events.

Store manager Keith Sellen said: "We are so pleased with our total this year – it's testament to the hard work and dedication of all the staff at the shop."

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## Share your opinion on our pharmacies

NHS patients are being asked to help reform the service by giving feedback on how they access their prescriptions.

The appeal by NHS Eastern and Coastal Kent is for residents to take part in its consultation as part of the Pharmaceutical Needs Assessment.

The PNA will ask how people obtain their medicine and request ideas for improvements. A range of questions will be asked at the review, focusing for example on the efficacy of opening hours and whether people are aware of all the NHS services on offer such as help with stopping smoking.

The review is the result of months of work which has used feedback from telephone surveys and focus groups.

Andrew Scott Clark, NHS Eastern and Coastal Kent deputy director of public health, said: "When producing our draft pharmaceutical-needs assessment, we knew it was important that we understood how people used pharmacies."

All feedback must be submitted by tomorrow (Thursday, November 4). You can give it at [www.easternandcoastalkent.nhs.uk/PNA](http://www.easternandcoastalkent.nhs.uk/PNA) or phone 01227 282967.

## Homes will be built

THE former sorting office in Maison Dieu Road, Dover, is to be refurbished and turned into homes.

Developers at the ex-Royal Mail site have been granted planning permission for 36 flats and four houses to be built, along with associated landscaping and car-parking.

Before building work can begin, the bus stop in Maison Dieu Road will be moved to prevent disruption to the service.

# Tickets price-hike could hit MPs at next election

■ BY MARIJKE COX



A PASSENGER group has warned MPs they could lose their seats at the next general election after the Government introduced a rise in the cap on rail-pricing.

The Campaign For Better Transport commissioned a national poll which revealed 74 per cent of commuters were likely to switch their support away from parties that agreed to an increase within the current pricing formula.

But despite the findings, Chancellor George Osborne announced in the spending review that the current cap of 1 per cent plus the Retail Price Increase (RPI) was increasing to 3 per cent plus inflation.

It means that most fares could be 37 per cent higher by the time of the next general election.

In Kent, pricing regulations are different to the rest of the UK, as rail operator Southeastern already has the flexibility to increase fares by inflation plus 3 per cent. This is due to a four-year franchise agreement between the company and the Government.

But with the Coalition choosing to change the national formula, the county's passengers will now miss out on the long-awaited break from high increases that were due to come in once the agreement expired in 2012.

By 2015, a season ticket from Gillingham to London, for example, could cost £5,236 – £1,428 more than at present.

Alexandra Woodsworth, public-transport protester for the Campaign For Better Transport, said the poll showed commuters were not going to just accept excessive fare hikes.

"Passengers have been promised 'fair fares' by the Government, and now many could be paying hundreds if not thousands of pounds more for their season tickets in just a few years' time," she said. "We need to encourage more people to take the train, not price those who already do back into their cars."

Tory MPs in marginal seats – those who would be affected should the poll findings prove accurate – have been pushing for fair pricing.

Rehman Chishti, Tory MP for Gillingham and Rainham, had a meeting with transport minis-

ter Theresa Villiers to discuss his concerns about the RPI plus 3 per cent formula in the South East.

He said: "I commute from Gillingham every day and know how strongly people feel about this issue. I have been actively campaigning to make sure passengers get a fair deal."

"The managing director of Southeastern visited Gillingham and Rainham railway stations with me to listen to passengers' concerns, and I tabled a Parliamentary question asking the Government to consider average earnings growth when setting rail fares."

Two of Mr Chishti's Tory colleagues, Rochester and Strood MP Mark Reckless and Chatham and Aylesford's Tracey Crouch, have also been campaigning against the fare formula.

Mr Reckless, who met Southeastern managing director Charles Horton to discuss the situation, said the travelling public had suffered far too long with the "unfair" franchise agreement negotiated by the previous Labour government and Southeastern.

He said: "I want Theresa Villiers to understand how unhappy many of my constituents are with Southeastern and the last government singling us out for bigger increases than anywhere else in the country."

He vowed to make sure his constituents' concerns were raised at the highest level and asked commuters to send comments to him at [mark.reckless@yahoo.co.uk](mailto:mark.reckless@yahoo.co.uk) or through his website at [www.markreckless.com](http://www.markreckless.com).



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Bradstow Mill, 125 High Street,  
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### Saturday 6th November **Hard Rose Blues Band**

The Red Lion, 1 King Street,  
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### Thursday 11th November **Sarah Banks in Caberet**

The New Inn, 2 Delf Street,  
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### Friday 12th November **Cold Shots**

The Red Lion, 1 King Street,  
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### Saturday 13th November **Damage Case**

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### Saturday 13th November **Jed**

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### Tuesday 16th November **Dave Paisley**

The New Inn, 2 Delf Street,  
Sandwich 01304 612335

### Thursday 18th November **Laurie & Bill**

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### Friday 19th November **Jeepster**

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### Saturday 20th November **Left of the dial**

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## Come Dancing Party

Warner Bembridge Coast, Isle of Wight - over 40s only

January 14 to 17, 2011

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## Christmas Party Break

Warner Norton Grange, Isle of Wight - over 40s only

November 5 to 8, 2010

### PRICE INCLUDES:

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- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- **FREE DRINKS** from 3.30pm to 11pm on Friday and 12noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



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3 NIGHTS  
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Quote NG11-2**

## Mamma Mia Christmas Party

Warner Bembridge Coast, Isle of Wight - over 50s only

November 12 to 15, 2010

### PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- **FREE DRINKS** from 6pm to 11pm every night - house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



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## Christmas Party Break

Warner Lakeside, Hayling Island - over 21s only

December 17 to 20, 2010

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- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- **FREE DRINKS** from 6pm to 11pm every evening. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



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## Mamma Mia Party

Warner Bembridge Coast, Isle of Wight - over 50s only

February 25 to 28, 2011

### PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- **FREE DRINKS** from 3.30pm to 11pm on Friday and 12noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



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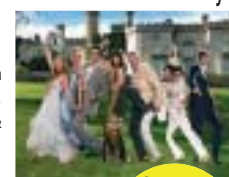
## Mamma Mia Spring Party

Warner Bodelwyddan Castle, North Wales - over 50s only

March 25 to 28, 2011

### PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
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## DAY & NIGHT

### Play will bewitch you

THE Canterbury Players bring *Dark of the Moon* to the Gulbenkian Theatre on November 4, 5 and 6.

The powerful fantasy play tells the story of a witch boy who falls in love with a human girl. Their desire to be together is hampered by supernatural events.

Tickets are £10. Call 01227 769075.

### Family ties explored

A FAMILY tale of the bonds linking grandfather to grandson has been brought to life by critically-acclaimed New Perspectives Theatre Company.

*Farm Boy* will be at the Theatre Royal, Margate, on Tuesday, November 9.

Shows are at 10.30am and 1pm. Tickets are £12 adults and £8 for children. Call 0845 1301786 to book.

### Chart-toppers in town

DANCE act Dreadzone play bring their *Eye* on the Horizon tour to the Quarterhouse, Folkestone, on Friday, November 12.

The band tasted chart success in the 90s with songs such as *Little Britain* and *Zion Youth*. Book on 01303 858500.

### Take trip to West End

SWEET Scene Theatre Trips of Faversham will be taking coach trips to London for a new season of outings.

The first trip is to see Willy Russell's award-winning musical *Blood Brothers* on Friday, November 12. There will also be a chance to see *Dirty Dancing*, on Wednesday, December 8 and the English National Ballet's version of *The Nutcracker* on December 22.

To book pop into Sweet Scene in Preston Street, Faversham or call 01795 523217.

### Singer does it Otway

JOHN Otway comes to the Horsebridge Centre in Whitstable.

The singer/songwriter, who is on the road promoting his new book, *I Did it Otway*, will be in town on November 12.

Tickets are £12 or £10 and are available from the box office 01227 281174.

Visit [www.horsebridge-centre.org.uk](http://www.horsebridge-centre.org.uk) for more information.

### Christmas croon-along

A CHRISTMAS Crooners show comes to the Granville Theatre in Ramsgate on Saturday, November 20.

The show features Christmas favourites of Bing Crosby, Nat King Cole and Frank Sinatra, all guaranteed to get you in the festive mood.

Call the box office on 01843 591750 to book. Tickets are £15, or £14.50 for Friends of the Granville members.

### Festive fair and carols

THIS year's Aylesham Christmas fair takes place on Saturday, November 27.

From noon to 5pm, there will be gift stalls, as well as roasted chesnuts, a candle-lit carol concert, a barbecue, a grand draw and a visit from Father Christmas.

For details call 01304 840482 or visit [www.ayleshamcarnival.co.uk](http://www.ayleshamcarnival.co.uk).

# It's more than just a good read

## FOLKESTONE BOOK FESTIVAL

Various venues

Friday, November 5, to Saturday, November 13

BOOK worms will be in their element when the Folkestone Book Festival starts this week.

A host of big name authors will be coming to the coast for the annual event, which has earned a reputation for attracting famous faces over the course of its nine-year history.

This year's line-up is a varied bunch, from best-seller Martina Cole to rock legend Brian May, with Elena Vidal.

May's new book, co-authored with Vidal, showcases his 3D photographs and fits in well with this year's theme, history and science.

However, it is not just matters of literature that will be on the agenda during the nine days.

Live music, film screenings and speakers will also form part of the event, but you can get involved in the action too.

Arranged in conjunction with the Friends of the Book Festival, things for people to take part in include the Short Story Competition, the Festival Quiz and the launch of the Folkestone Anthology.

The Festival Read this year comprises two works: the Selected Short Works of Leo Tolstoy and Jay Parini's *The Last Station*.

Other names who will appear include Alexei Sayle, Germaine Greer, Ron Moody, Peter Snow, Roy Hattersley, Dan Cruickshank, Richard Holmes and Arthur Smith.

The festival starts at the Quarterhouse on Friday, November 5, and there should be something for everyone to enjoy.

Roberta Spicer, the Creative Foundation's Festival manager said: "It's another busy year for the festival. I'm particularly looking forward to *Scientriffic!*, our free event for families with live experiments, courtesy of Pfizer and acclaimed children's authors, such as Nick Arnold of the *Horrible Science* series."

Further highlights include John Julius Norwich talking about *The Great Cities in History*; actor, director and playwright Steven Berkoff discussing his memories of a misspent youth; whisky expert Ian Buxton talking about *101 Whiskies To Try Before You Die* (ticket price includes samples!); and the longest-serving cast member of BBC Radio 4's *The Archers*, June Spencer, speaking about her life on the show.

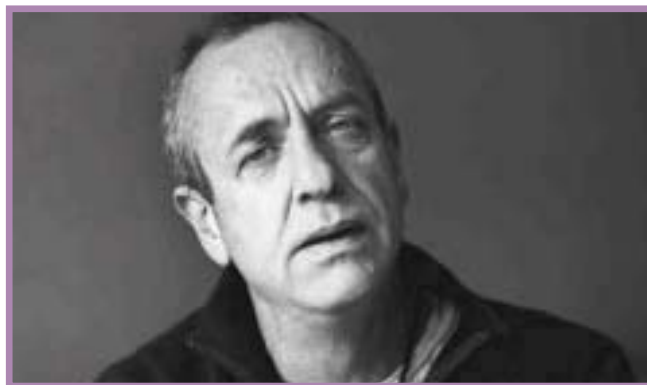
There will also be live performances from theatre group The Fitzrovia Radio Hour, with their spoofs of 1940s radio plays, a night of fantastic folk music and a stand-up comedy evening with Jeremy Hardy, stalwart of BBC Radio 4's *News Quiz*.

For more information and to book call the box office at Quarterhouse on 01303 858500. Alternatively call into Quarterhouse at 45 Tontine Street, Folkestone CT20 1JT or visit [www.folkestonebookfest.com](http://www.folkestonebookfest.com).



## FESTIVAL LINE-UP:

Brian May, formerly of Queen, will be at the Folkestone Book Festival with Elena Vidal to discuss their new book. Other celebrities who will be appearing include Arthur Miller, Germaine Greer, and Alexei Sayle



TO FIND MORE THEATRE AND ENTERTAINMENT NEWS LOG ON AT [yourkenttv.co.uk](http://yourkenttv.co.uk)



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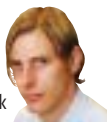
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## DAVE SWARBRICK

Wednesday, November 17, The Chimney Boy, Faversham

THE legendary Dave Swarbrick will be returning to Faversham Folk Club at The Chimney Boy.

The life and times of the former Fairport Convention man are a true folk story.

Born in London, Dave moved to Yorkshire when three months old and at the age of six he learned the rudiments of the fiddle from the local fiddler, Mr Bootham.

He travelled around the country and ended up performing extensively.

Amongst the huge back catalogue from that time are three Radio Ballads with Ewan MacColl, Peggy Seeger and Charles Parker.

Dave joined the Ian Campbell Folk Group in the early 60s and in 1966 he teamed up with Martin Carthy. This remarkable pairing played an important part in the tremendous shake-up of British folk music in the middle to late 60s.

He joined Fairport Convention in 1969 and his contribution to folk and folk-rock music is legendary and well documented.

He formed Whippersnapper in 1984, a group renowned for its drive and acoustic prowess but went solo in 1989, before ending up in supergroup Band of Hope.

Entry to the 8pm show is £8 for members, £9 for non members. Call 01795 536857 for details.



## LETZ ZEP

Friday, November 5,  
The East Quay, The Harbour, Whitstable



GET ready to enjoy an evening in the company of one of the best rock tribute bands in the country.

Letz Zep, the only tribute act to have gained the official seal of approval from Led Zeppelin, will be rocking out in Whitstable.

There's bound to be a whole lotta love for the band, who were invited to play at the official launch party for Led Zeppelin's Mothership album, at the behest of Robert Plant and Jimmy Page.

Plant walked in to see the band while they performed a set in London and was amazed at the similarity.

He even told Q Magazine: "I walked in, I saw me."

Letz Zep have been featured on BBC1, BBC2, ITV, in Classic Rock and Kerrang, Q and Mojo.

Demand for the band is such that they regularly tour in Spain, Greece, Holland, Belgium, Italy and France and have also played in Venezuela, Australia and New Zealand.

Tickets are £10 in advance and available from: [www.wegotickets.com](http://www.wegotickets.com) or Gatefield Sounds or the Hotel Continental, Whitstable.



## DEFYING HITLER

Monday, November 15, Gulbenkian Theatre, Canterbury



A MOVING tale of objection in the face of overwhelming consensus, Defying Hitler tells the story of Sebastian Haffner, a young man who makes a decision to stray from the pack.

Aged 26 when Hitler came to power, he wasn't Jewish, though many of his closest friends were and he wasn't a Nazi, though he had recognised many of those who were later to become Nazis from an early age at school.

Haffner was just an ordinary well-educated middle-class young man, trying to make his way in the world, but 1930s Berlin was not the sort of world in which an ordinary well-educated middle-class young man could easily make his way.

Documented are the trials and tribulations of his life, leading up to his eventual emigration to England in 1939, and of his development from wide-eyed schoolboy to slightly gauche, naïve young law student, to razor-sharp, witty, erudite political journalist.

The rise of the Nazis is explored through the eyes of the child who experienced it and of the 32-year-old man looking back over his early life.

Tickets are £10 from the box office on 01227 769075.



## SLEEPING BEAUTY

Thursday, November 11, Leas Cliff Hall, Folkestone



VIENNA Festival Ballet returns to Folkestone with a traditional production of Sleeping Beauty for all the family to enjoy.

The classic fairy tale is set to Tchaikovsky's magnificent score and features stunning choreography, and beautiful costumes which combine to portray the struggle between good and evil.

Incensed at being snubbed at the christening of Princess Aurora, the wicked fairy Carabosse lays a curse on the child, proclaiming that she will one day prick her finger and die.

But the Lilac Fairy intervenes, and when the fateful day arrives, the princess and the

entire palace instead fall into a deep sleep.

A century later, Prince Florimund is guided to the castle by the Lilac Fairy, overcoming the obstacles created by Carabosse, and awakening the sleeping princess with a kiss.

It is love at first sight, the palace awakes and a parade of fairytale characters attends the royal wedding.

Curtain up is at 8pm.

Tickets cost £22.50, £17.50 or £12.50. Concessions and group discounts are also available. Call the box office on 0844 847 1776 or go to the website at [www.leascliffhall.org.uk](http://www.leascliffhall.org.uk).

## AUTUMNAL SONGS: SARAH HALE

Saturday, November 6,  
Sarah Thorne Theatre Club,  
Memorial Theatre, Broadstairs



BROADSTAIRS singer Sarah Hale will be "going cabaret" in her concert in her home town.

She will be joined by pianist Rupert Jones for a concert of seasonal songs.

As well as her established repertoire of classical songs and traditional British melodies, Sarah will be performing a variety of sensational numbers including show-stoppers from the musical Cabaret and other hit songs.

The new flavour to her performance will mark an important departure for Sarah, who usually performs more classical pieces.

She said: "People who've seen me perform me before are in for some real surprises."

"Switching between different styles of singing is one of the hardest challenges you can undertake."

"I think I've made some real discoveries in this area and this concert will be a chance for me to put some of these ideas into practice."

All seats are £8. Tickets are bookable in advance on 0845 2626263. Non-members must book 24 hours in advance, by telephone or by emailing [info@sarahthorne-theatreclub.co.uk](mailto:info@sarahthorne-theatreclub.co.uk).





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## Business Week Live

BUSINESS WEEK LIVE 2010 is the county's essential B2B exhibition and conference next Wednesday, November 10, at the Kent Showground, Detling.

It will be officially opened by Lord Michael Howard with exhibitors from across the county.

There is a programme of events with expert speakers on a range of subjects, from securing the best staff and social networking to global brand marketing and getting more investment.

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# Thanks – but we do need those growth plans now

■ BY STEVE LOADER

POSITIVE economic statistics on the back of the austere yet palatable agenda set by the Government's Comprehensive Spending Review (CSR) have given confidence to Kent business leaders.

Figures up to the end of September show two consecutive quarters of UK growth above what had been forecast, meaning that even if the UK economy now marks time to the end of 2010, it will still outpace forecasts.

And High Street sales – a barometer of consumer confidence – have been higher for October than a year ago. But while this draws some of the sting of the CSR cuts, county businesses now want to hear how the Government will stimulate further growth.

Regional Institute of Directors' (IoD) chairman Chris Dodson said "clear and concise practical proposals" were needed "to make it easier for firms to employ people, not make it harder".

The IoD's regional director Rodger Broad also called on the Government to recognise the economic power and influence of the South East including Kent.

He said: "It is imperative the country plays to



**ON THE UP:** Shoppers' confidence and two consecutive quarters of growth have boosted hopes of business leaders

its strengths and, economically, that is the South East. While we are not calling on the Government to stop supporting businesses in the other regions, the South East is better placed to benefit quicker from the upturn. Positive discrimination in favour of other regions will hold back recovery."

Highlighting that only London and the South East are net contributors to the Government's tax coffers, Mr Broad added: "Government

spending cuts are only half of the solution, the other half is how to help businesses grow and create jobs which in turn will increase the tax take and reduce welfare expenditure."

And growth also headed Thames Gateway Chamber of Commerce's post-CSR agenda; director Paul Price said the review had underlined the UK was a safe investment, but "we now wait to see a strategy for growth". However, he was disappointed to see cuts in training.

"If the private sector is to create the jobs to drive this recovery it is essential that government can deliver the basic skills employers need.

"We are also disappointed the budget for export promotion has taken such a substantial hit when politicians say they want a rebalanced UK economy. British companies will be left in a weaker position compared to competitors from other trading nations," he added.

On the other hand, the IoD remains unconcerned by fears in some quarters that making deep cuts to bring down the debt faster risked pitching the country into a double-dip recession as confidence ebbed away.

Its own number-crunching turned up evidence from the 90s downturn that a tighter fiscal policy could go hand in hand with economic recovery.

Meanwhile, Peter Skinner – Labour's MEP for the South East – said he recognised the need for cuts, but called the CSR "a huge gamble with growth and jobs in Kent".

## Answer to pantomime star's dilemma waited in the wings



Picture: PAUL JERRARD

PANTO star John Thomson's commute from Manchester to Kent was looking like a torture devised by the dastardly Sheriff of Nottingham, the character he plays in Robin Hood at Canterbury's Marlowe Theatre from December 4.

John – famous for appearances in Cold Feet and Coronation Street – was facing a long train journey from his Manchester home or flying into London Stansted and flogging around the M25.

Either way, it was a five-hour trip each way to his accommoda-

tion near Canterbury during the panto run and far too much extra time away from his wife and two young daughters – until he investigated Flybe's new 50-minute daily service between Manchester and Manston Airport in Thanet.

"It's an absolute godsend," he said after stepping off his plane en route to panto rehearsals.

"It makes perfect sense."

For more on John and his travels, see Julie Maddocks' exclusive TV interview on [www.businessforkent.co.uk](http://www.businessforkent.co.uk).

## Airport's upgrading in operating status opens up 'new opportunities'

LYDD Airport development plans are closer to take-off after an upgrade to the site's operating status, *writes Steve Loader*.

The airport is currently awaiting news of a public inquiry into a runway extension and new passenger facilities, but the new Category Six rating is expected to boost its case – airports are rated globally on a scale of 1-10, with 17 of the world's biggest being rated 10.

The enhanced level of the Romney Marsh facility allows it to handle a larger class of commercial aircraft, such as the Bombardier Dash 8 Q400 and other regional airliners carrying up to 100 passengers.

It can also accommodate larger and faster transatlantic-capable corporate jets such as the Gulfstream G550.

Lydd Airport spokesman Jo Oliver said: "Having met strict criteria set down by the Civil Aviation Authority (CAA), we now have the capability to deal with a

much wider range and size of aircraft. This is fantastic news and will enable us to attract more business.

"In fact, it's already opening up new opportunities for the airport."

The airport satisfied rigorous CAA requirements to achieve its new category, culminating in its annual emergency exercise and including 'Exercise Dash' to test airport operations units' ability to work alongside external emergency services during a major incident.

Lydd's senior airport fire officer, Paul Fisher, said: "The 'emergency' scenario involved a Bombardier DHC-8-400 aircraft carrying 74 passengers and four crew, which suffered a catastrophic engine failure just before take-off.

"Airport staff, members of Friends of Lydd Airport Group and local lifeguards played the role of the passengers who were evacuated to a special 'survivor reception' area."



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# yourmusic

## Unplugged Rifle men take a shot



**HOT SHOTS:** The Rifles headline the Suburban Kings night at the Royal Function Rooms

■ BY SIMON ROBINSON

FOPFISH flower-waving singer Morrissey once had a skewed opinion on unplugged artistes.

The legendary Smiths frontman sang in hit 1985 single Shakespeare's Sister "I thought that if you had an acoustic guitar then it meant that you were a protest singer".

Oh, Morrissey.

Luckily for him, he was later able to see the error of his ways and he has reached the stage where he looks back at his childish naivety with fondness.

As we all – including Morrissey – know, acoustic guitars are not the exclusive weapon of choice of the protest singer.

The late Kurt Cobain and his Nirvana chums used the electric-free instruments for the memorable MTV Unplugged performance in 1993, for example.

Many other guitar acts have taken similar measures for one-off performances.

The latest band to do so are indie rock upstarts The Rifles, who will play a special acoustic gig in Kent next month.

The London-based outfit will perform unplugged at the Royal Function Rooms, Rochester, on Wednesday, November 24.

The new-look Rifles, whose numbers were reduced by half after bassist Rob Pyne and drummer Grant Marsh quit last month, will headline the monthly Suburban Kings night.

The support acts are due to be announced in the coming days.

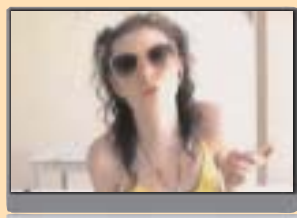
Promoter Matt Harvey said: "Suburban Kings is bringing back real music to real music venues in Medway.

"We're over the moon to announce that The Rifles will be playing a special acoustic set at the Royal Function Rooms, the UK's 2nd oldest stage.

"This will be a great, great gig." Co-promoter Chris Pritchard

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**BEING POLITE:** Singer Kayleigh Phillips performs her new song The Polite Way



**BAND PRACTICE:** Zinta Egle and her band play Love With No Love



### TOP FIVE KENT GIGS

- 1 The Suspects - 12/11 The Rose, Broadstairs
- 2 Vivid Nation - 13/11 The Park Inn, Dover
- 3 Third Place Victory - 15/11 Quarterhouse, Folkestone
- 4 Save Target As. - 18/11 Beercart Arms, Canterbury
- 5 Happy Daze - 19/11 The Catholic Club, Herne Bay

added: "We're really pleased to have this gig on. It feels like a new beginning for us and must be one of the highest-profile bands to have played Medway for well over a year now."

Tickets are £10 and are on sale from [www.seetickets.com](http://www.seetickets.com), 0870 264 3333, or in person at Sound & Image in Chatham.



**BIRDWATCHING:** Pink flamingos feed on tiny shrimp at the Salar de Atacama; and hiking in the Moon Valley, in the Atacama Desert, Chile

## yourgetaways

# The Chilean landscape leaves you feeling on top of the world

■ BY ALISTAIR KEELY

WHILE images of Chilean miners returning from deep in the earth have been beamed around the world, today I'm as far from those pictures as it's possible to get.

Standing at the summit of Toco volcano, 5,625 metres above sea level, I feel as if I've just climbed the highest mountain in the world.

Despite the elation, my head is pounding and my lungs scream for oxygen.

On high-altitude-hiking in Chile, the oxygen-depleted atmosphere makes you feel you have the worst hangover ever, combined with a touch of flu.

So why go through such an ordeal? All around me is the answer: breathtaking views of the Bolivian Altiplano, Argentina and the Atacama saltflats.

Toco, one of the highest peaks of northern Chile, is also one of the most accessible. You don't need to be related to Sir Edmund Hillary to conquer it, just reasonably fit and prepared for a bit of discomfort.

However, I have a confession to make. The hike up Toco was eased by the fact we were driven to 5,000 metres before we began hiking.

After a slow descent, and celebratory beer and sandwiches in the van, we returned to base camp – the sumptuous Tierra Atacama hotel.

On the edge of San Pedro de Atacama, a picturesque village in the high plains of northern Chile, the hotel calls itself "an adventure spa".

Here guests can combine the active enjoyment of the desert – without sacrificing pampering time. Built to blend with its surroundings, the hotel is made of local mate-

### FACT FILE: CHILE

<b>Time difference</b>	-Four hours (GMT)
<b>Capital</b>	Santiago
<b>Language</b>	Spanish
<b>Population</b>	17,063,000
<b>Currency</b>	Chilean peso
<b>Religion</b>	Roman Catholic

Alistair Keely stayed at Tierra Atacama, where seven nights' full board in a double room costs from £1,807, including transfers, breakfast, lunch and dinner, open bar, daily excursions, use of pools and sauna. Details from [reservas@tierraatacama.com](mailto:reservas@tierraatacama.com). Alistair flew Heathrow-Madrid with Iberia, and Madrid-Santiago with LAN. Visit [www.LAN.com](http://www.LAN.com) and [www.Iberia.com](http://www.Iberia.com).



rials and each room has stunning views. Every morning I opened my curtains to see two volcanoes.

Every room is en suite and comes with a luxurious four-poster bed, sunbathing terrace and even an outdoor shower.

After you've chilled out, it's time to sit and enjoy Chile's national drink, a pisco sour, beside an open fire and plan the next day's activities, or indulge yourself in a spa treatment.

The hike up the volcano is one of many options from the hotel. Other adventures include biking through Devil's Canyon, visiting dramatic geysers and 900-year-old cacti, horse-riding, hiking through Death Valley and birdwatching.

After my Toco adventure I opted for a hike through Death Valley to see flamingos feeding at sunset.

Death Valley was named by a Belgian explorer after the planet Mars. But instead of calling it Valle de Martes, he incorrectly pronounced

it Valle de la Muerte – meaning death – and the name stuck.

The name is fairly appropriate, however. Little life is visible as you walk through a moon-like valley with spectacular twisted rock formations and sand dunes.

The flamingo trip to the Salar de Atacama was also memorable.

Leaving the hotel by van at 3.30pm, we went south, via the village of Toconao, famous for its fruit trees and historic bell tower, before heading to the saltflats.

Here flamingos feed on the tiny pink shrimps that give them their colour. As the sun sets, the region is bathed in a fantastic purple light as birds gather in large numbers.

The soft gurgle of running water intermingles with bird cries.

Every so often a group of flamingos rises into the air to seek another place in which to feed, against the dramatic backdrop of surrounding volcanoes and the setting sun.



# yourlocal



Issue No 3



**your midweek guide  
to independent business**



# your local



**your midweek guide  
to independent business**

## Offering an independent choice

IN our third Your local supplement we once again take a look at some of our most successful businesses and discover their secrets.

Independents really do offer an alternative to the multi-nationals and the chains as well as bringing choice to the consumer.

For business owners we hope the stories will inspire you to try something new or maybe even inspire some of you to take a step toward starting your own company.

For customers we hope you will see some alternatives in a wide range of purchases, from furnishing your home to servicing your car... or even fitting a new kitchen.

And for some, as we have already found with previous supplements, the stories may

be a catalyst for starting your own business.

In addition we have regular columnist QJ who looks at coping with the life as a lone entrepreneur.

And we welcome back Nock Rowell, director of policy at Kent Invicta Chamber, who writes an open letter to the Prime Minister following last week's Spending Review.

We hope you enjoy the supplement, and do let us know your stories.

Email [editorial@kosmedia.co.uk](mailto:editorial@kosmedia.co.uk).



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How success followed an simple newspaper ad

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Why customer satisfaction means garage thrives

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# Beat the self-employed blues

AS the song Killer by Seal says, 'It's loneliness that's the killer'.

If I were to know what one single reason is responsible for very small businesses giving up, I'd guess it was being on your own! It can be really demotivating, demoralising, and ultimately, the death of your business.

'A problem shared is a problem halved', is what my dad used to say. And there is a psychological and scientific basis for this belief.

Human beings are herding animals. We like and need to be in families, groups, teams and communities.

Launching and running your own small business is often so far away from this natural, desired state that it causes major problems around things like self-esteem, confidence and the ability to keep-on, keeping-on.

Never having worked for another living soul, I have frequently been in the undesirable place that is: 'on your own, mate!' So how do we deal with this? What can you do that will ensure your survival – emotionally that is?

In the early days of any new business, it's extremely unlikely that you will afford 'other people', and this will mean that going to work is a solitary experience: one that for many is a new feeling, and a new way of operating.

Eventually, if one is successful and can afford to start employing other people, the loneliness can disappear, but is often replaced by that other OMG of business, 'I'm not just responsible for managing myself, but now I have to manage someone else as well!' Paradoxically though, this can also lead to an even greater feeling of loneliness.

Recently, a client of mine wanted help because although he has a team of staff that

carry out the practical work his business provides, he is often overwhelmed with a feeling of 'them' and 'me'. Merely the responsibility can make him feel he's on his own. His staff is depending on him for everything. So what's the solution?

Well, I thought I'd give you a couple of ideas, but first, let's look at the reason we don't like to be on our own – at least not all the time. One of our fundamental needs is connection with other people.

We're not talking about deep relationships, just those that make us feel better about ourselves. In business, we don't need to be everyone's best friend but we do need to have colleagues with whom we can share and discuss ideas and experiences or just people we can learn from or look up to.

The important thing in all of this is 'conversation'. I use the word conversation because it has to be two-way.

So, as a caveat to this approach, decide that in seeking out any new relationship, your intention will be to give and share your ideas, your time and yourself. If you look selfishly, then chances are you'll lose more than you gain.

## Vital Friends

In Tom Rath's book, Vital Friends, he reminds us that in business historically 'people development' has been in two areas: personal, or developing the individual; and developing the team or group or department. Vital Friends gives clear evidence of why developing one-to-one relationships – and viewing them as such – is so valuable, not just in terms of the 'feel-good' and job satisfaction factor, but in terms of bottom line profitability and low staff turnover. So, here are three of (twelve) types of people that you could benefit from a relationship with if you suffer from The Loneliness of the Entrepreneur.

**1. People who are already successful in your sector.** Yes, this can mean competitors. Seek

out a relationship with someone you admire who is already successful. This can seem scary at first, but what I've found over the years is that people love to be asked for advice. It's flattering and if you can find a mentor who will share their 'time' with you, either on the phone or face to face, then you will never be lost for ideas or motivation. I have two mentors at the moment, both of whom I can freely email or phone whenever I want – fantastic!

**2. Connectors.** If you go networking, you'll know that there are those people who know everyone. Those are the people who we call connectors and you know what? They'll connect you with other people if you ask and so build your anti-loneliness network. If you don't currently go networking, then START TODAY. There is no other more profitable way of building the relationships that can and will (if done professionally) transform your fortunes.

**3. People who sing your praises.** These may be clients who love what you do – or your mum! They'll shout your name from the rooftops and talk about how brilliant it is to do business with you. I know that I have often ignored these 'fans' as a great source of connection. Now that I regularly phone them and ask how they're doing and what do they think I could do next with my business idea, I get so many 'problems' sorted for me. I no longer have to do all the work myself.

This is just three of a list of twelve types of people to connect with. And if confidence is your issue because you don't feel comfortable about making these kinds of friendships, then give me a call.

In our work, we deliver learning through seminars known as Inspirationist® Insights. If this article has made you think and given you ideas, then attend one of our seminars in the future.

We cover a wide range of topics, all of which we guarantee will help your personal as well as your business relationships, and focus on developing profitable relationships, the kind that endure, giving

your business solidity and longevity. Some of our seminars are free! Be one of the first ten people to call, and claim your FREE copy of my latest book Psychologise Your Business – 101 sure-fire ways to get your business thinking straight, call 0800 840 6093, and quote 'KOS November'.

• **Written by QJ The Inspirationist®.** Read other articles at [www.theinspirationist.wordpress.com](http://www.theinspirationist.wordpress.com), see more at [www.theinspirationist.com](http://www.theinspirationist.com), email [qj@theinspirationist.com](mailto:qj@theinspirationist.com), or call 0800 840 6093.

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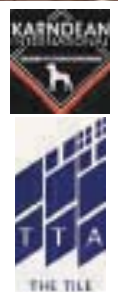
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# Kitchen door company grew from a simple newspaper advert

TRANSFORMING an existing kitchen with made-to-measure kitchen doors and accessories and getting the personal attention to detail offered by the Kitchen Door Company, means your food preparation can be conducted amidst great style.

It is a business which has shown itself to be increasingly popular as more and more people take advantage of friendly service, expert knowledge and superb quality products.

As an independent retailer, the company has got time to apply the personal touch when it comes to services.

Site visits to homes can be arranged or details bought into the showroom for consultation.

The firm is a Herne Bay-based replacement door company that offers high quality made-to-measure doors and accessories to transform a kitchen without having to go through the hassle of replacing the whole interior, saving time and money and saving the environment.

Rather than just a functional room the kitchen can become a stylish place to dine and entertain.

Now with 40 door designs in more than 40 colours there are over 1,600 combinations of styles to choose from at the company – which came about thanks to an advertisement placed with our sister paper Kent on Sunday.

And its special vinyl door collection is perfect to create both modern and traditional styles.



Founder Edd Briant said: "I have been in the kitchen trade for 25 years – from flat pack kitchens to bespoke 'up market' kitchens supplying to both retail and trade.

"Two years ago when work dropped off I started working from home and placed an ad with Kos Media for replacement kitchen doors just to see if there was a market for it.

"It took off big time, so much so that I could not cope with it and had to employ a member of staff and get a shop to work from. I now have two members of staff and two fitting teams to install products

"We have a range of over 40 designs in 45 different colours that are made to fit any size kitchen unit. We replace existing doors, panels, cornice, pelmets and handles to make it look like a new kitchen.

"We also sell worksurfaces as well as sink and taps and anything to do with kitchens. We can add units or change existing layouts – all for a fraction of the cost of a new kitchen.

"To add that personal touch I will come to your home to measure or you can bring your measurements into our showroom."

The business has a website at [www.kitchendoorskent.com](http://www.kitchendoorskent.com) and can supply only or install from a single door to a complete kitchen.

# Look again at business funds

Dear Mr Cameron

I'm afraid your rhetoric about 'forensic, relentless focus on growth', and your planned £81bn of relentless cuts, are distractions from our main challenge today: our broken financial system.

Well-targeted cuts in public spending are necessary but UK PLC will only prosper if we re-invent banking to serve customers and the wider economy ahead of bankers and their shareholders.

Nouriel Roubini, who predicted the credit crash, has explained what all can see, the 'elephant in the room': Banks are deemed too big to fail and "it's back to business as usual, lots of leverage, lots of risky investments and return to high profits based on subsidies by the government, bonuses, salaries – you name it. So we're planting the seeds of the next financial asset bubble."

And the cost to Britain? Well, apart from the billions lost in industrial output, profits/taxes and jobs, a Bank of England official estimates the subsidy to British banks over the last three years at an annual aver-

age £59bn (see Financial Times leading article 22/10/10). And the financial markets expect a further £50bn from 'Quantitative Easing' early next year. This money will not aid the real economy, simply bankers will use it for proprietary speculation.

No wonder you need to show our international creditors that we are cutting public spending so hard. If, compared with your £81bn savings, £50bn-£60bn gets squandered on QE every year, our creditors are rightly sceptical. It is time for constructive action, not rhetoric to hide the lack of an effective strategy to re-finance the economy.

Business needs this re-financing. September's Trends Report by the Bank of England shows net lending to businesses falling for the past two years. Some large companies may be coping, but the British Chambers of Commerce Quarterly Economic Survey for Q3 2010 reports a marked slowdown in the pace of growth.

If private enterprise is to lead us through this recession, firms need adequate tools including access to sensible credit. Only then can they flourish to create jobs and economic growth.

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**Nick Rowell** runs his own company, The Portable Business School, and assists both Kent Invicta Chamber and the Federation of Small Businesses with regular Member Surveys in Kent. In this open letter he asks the Prime Minister to re-evaluate the business finance sector following the Spending Review



The Federation of Small Businesses' half-yearly survey for Kent shows that owner-managers tend to hang onto their staff, even when sales and confidence are down; whilst as sales pick up, confidence and hiring recover very slowly. So fostering small businesses maintains jobs. Moreover, this doesn't stoke inflation: most businesses forego some profit-taking to build future growth.

So, Britain must establish alternative institutions to the banks. We must make it attractive to invest in productive, real-economy UK businesses for those with spare cash. High-earners will be looking to replace the pensions tax allowance to be slashed from April. Please consider extending tax relief to convertible loans, not just equity participation. Entrepreneurs don't need co-founders, but co-funders.

Enlist institutions with sufficient 'reach', as well as stable cash-flow. Include mutuals such as Building Societies and businesses whose principal activity is not finance (eg supermarkets) that lend at realistic interest rates. Consider devoting one or more of our state-sponsored banks to traditional banking services.

This strategy lets big banks focus on their

global investment business, generating tax for the Exchequer whilst paying themselves what they please. No need to demerge their investment and retail arms to undo "Big Bang". We'd regain an effective supply side in commercial banking, without excluding big banks from competing or diminishing their scope to service the cash-rich.

We all want stable growth to support healthy public finances. This requires a healthy stock of businesses able to invest in their productive capacity. But they can't do it on the unrealistic credit terms set by big banks whose overriding cash worries and short-termist ambitions continue to hi-jack government policy.

Please act to re-establish a diverse banking sector, where institutions unencumbered by the dodgy mortgage "albatross" can compete and prosper.

All of us – not just the big banks – need access to realistic credit at affordable rates.

*Nick Rowell,*  
*www.tpbs.co.uk.*

## Award-winning reason people keep coming back to our county

GUEST house owners are the warm and friendly face of Kent who ensure visitors to the county go away with fond memories and look forward to returning – and Lynn Ruse is one of the best.

Lynn, who runs Barclay Farmhouse in Biddenden, won the title of Bed and Breakfast Employee of the Year at the Pride in Ashford and Tenterden Awards 2010. Her success should prove an inspiration for others to enter the 2011 awards.

Driven by her late father's belief that if a job is worth doing, it is worth doing well, Lynn is determined to make sure every guest enjoys their stay in the county.

"I like to look after my guests from the moment they make their booking. That includes meeting and greeting them on their arrival, chatting to them about local attractions to visit, arranging restaurant bookings and even providing transport if necessary," said Lynn.

"I take pride in providing a locally sourced and healthy breakfast so I shop for fresh ingredients every day."

Lynn's devotion to her work extends to a desire to win a National Tourism Award for Excellence in the future, one of the objec-



**FRIENDLY FACE:** Lynn Ruse won the title of Bed and Breakfast Employee of the Year this year

tives she set herself when she originally opened her Bed and Breakfast business.

"The appreciation and thanks you receive from guests at the end of their stay is very rewarding," she said. "It means I know they have enjoyed their time with us and can't wait to return."

"Customer service is so important, it's a necessary part of the guest package. We want our guests to be happy and have a memorable experience – one that keeps them coming back year after year."

The Pride Awards are part of the Celebrating Kent initiative led by Visit Kent raising awareness of the importance of leisure, tourism and hospitality businesses. The industry contributes more than £2.5 billion each year to the county economy and supports more than 50,000 jobs.

If you know someone who gives exceptional customer service, then the deadline for the 2011 Pride in Ashford and Tenterden Awards nominations is February 28.

For further information, or to ask for a nomination form, contact Visit Kent on 01622 696936, email: [celebratingkent@kent.gov.uk](mailto:celebratingkent@kent.gov.uk).

You can also nominate online at [www.visitkent.co.uk/prideawards](http://www.visitkent.co.uk/prideawards).

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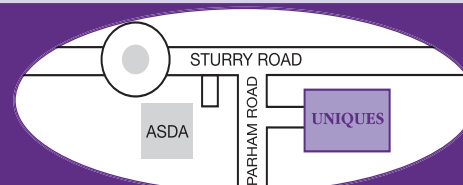


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## How going that extra mile has boosted business at a creative new media group

CREATIVE agency The Wow Factory has strengthened its client offering by establishing a dedicated new media group which has captured several high profile national and regional clients.

The unit, which specialises in creating dynamic websites, search engine marketing and social media strategies, has won a series of pitches for clients including The London Tombs, Specialist Golf, The Secret Gardens of Sandwich, Britelite and Regal Estates.

The team is headed by digital strategy specialist Adam Parsonage, who has eight years web development experience, and includes search engine optimisation and social media executive Heidi Robus, digital copywriter Jon Lane, and programmer Ricky Ellmore.

Says Simon Clubley, managing director of the Charing-based agency: "Creativity, technical expertise and great copywriting is essential if clients are to maximise the impact of their online marketing."

"It's the fastest-growing part of our business reflecting the national trend, as more and more clients appreciate that just having a website is not good enough – it has to work hard, and be properly inte-



**THE WOW FACTOR:** The successful creative team at The Wow Factory are, from left to right, Adam Parsonage, Ricky Ellmore, Jon Lane and Heidi Robus who have increased business during the recession

grated into their marketing plans."

The Wow Factory was founded four years ago, and also provides advertising, publications and event management to clients including Premier Foods, Checkmate Group, Monarch Chemicals, IPC,

Lansdown Place and the Reynolds Group.

For further information, please contact: Simon Clubley phone 01233 713946 or 07809 672939 or Richard Harvey, phone 01580 763605 or 07780 607209.

## Spa business

### How Tim Flanagan took a salon back to its roots...and increased custom

A SALON and spa owner in Deal has turned the clock back in more ways than one.

Tim Flanagan took over The White House hair and body salon two years ago and has gone back in time to reinvent the business.

Mr Flanagan said: "I took over the existing business in March 2008 and some years ago it was previously called the White House, but it had been called several things in the mean time.

"I decided to change it back because we were still getting phone calls asking for the White House."

The qualified chiropodist has been working in Deal for more than 10 years, spending most of that time in a room he hired from the dental surgery next door.

Mr Flanagan added: "The shop here came up for sale and I had been looking for my own premises, so I took the gamble and decided to put the two businesses into one.

"I knew it was a risk because I didn't have a background in hair-dressing and I didn't really know anything about it.

"I do know how to run a business though so I got in a manager and made sure I had the right staff."

It is the staff that Mr Flanagan employs that he believes is the backbone to the spa's success.

"I have a really good team and the key to a good business is the staff," he added.

"Without them, there is no business."

In his short tenure of the spa and salon, Mr Flanagan has made a great impression, not only with



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# is all White



**CUT ABOVE THE REST:** The White House hair and body salon in Deal's award-winning team

his staff, but also with his customers; an achievement that has been officially recognised.

Mr Flanagan said: "We won salon of the year in 2009/10.

"We received a glass trophy for it, but it is about getting the accolade.

"There are some very good salons, especially in London, so it means a lot to everyone to win it.

"We also stock the best products, such as Kérastase, which is world renowned and only certain salons can get it.

"Representatives from the company come and inspect the salons to ensure they are good enough.

"We have exclusivity in Deal and no-one else here is allowed to have it.

"We want to be as good as the top London salons but with a personal service – we know our customers by their first names."

In this time of austerity, businesses such as this are often the first to suffer, but by being independent, The White House is able to be swift on its feet and react to the market, ensuring that it continues to prosper, having grown by 400 per cent during 2009.

Mr Flanagan said: "I feel really proud that we are still here and we are not regressing but actually progressing and, considering the recession, we are making steady progress.

"We have that independence and autonomy to be able to change quickly."

## Building specifically with farmers in mind

A KENT building group with a national profile has set up a new division aimed specifically at providing quality services to farmers across the south east.

Cole Agri-build will combine the renowned building skills of Cole Construct's Bethersden workforce with the farming background of the well-respected Luke Alexander to provide general construction services and steel-framed buildings for the local agricultural industry.

Cole Construct was set up by Daniel Calnan in 2008 and has been growing strongly despite the recession. It has already gone from a one-man band to a five-strong team that includes in-house designer Danielle Petersmann.

Luke Alexander, who comes from a farming family and trained as a rural surveyor before working as a director of a diverse agricultural business, is looking forward to joining the Cole Group stable at the helm of Cole Agri-build.

"We think there is a real need for a good local service provided by a company that knows about farming as well as about building," explained Daniel, "and we are delighted that Luke is here to help with it."

Agri-build will also focus on renewable energy, working with farmers to help them benefit from the new 'feed-in tariffs' that offer a payback for every unit of electricity generated by a solar panel, wind



**EXPERIENCE:** Luke Alexander is joining the group turbine or biomass energy technology.

"The average barn roof could generate as much as £20,000 of income a year through having photovoltaic solar panels mounted on the roof," explained Luke.

The Cole Group also includes Four Seasons Fencing, run by Cole Construct co-director Graeme Allison. Another big player on the national scene, Four Seasons is currently installing fencing and vehicle barriers for the Westfield

Shopping Centre, adjacent to the main Olympic Park site in Stratford, East London.

With such comprehensive support from companies within the group, Cole Agri-build will be able to provide a complete design and build service to local farmers who know they can rely on Luke's expert advice.

"Farming is a specialist area and farmers like to deal with a building company that not only understands building but understands the issues associated with farming. At Cole Agri-build we bring together the right skills and experience to create a cost-effective, quality solution to on-farm building," Luke added.

Cole Agri-build can tackle all kinds of general construction work, repairs, extensions and diversification projects as well as designing and erecting steel-framed buildings for general and specialist uses.

Sister company Cole Construct is meanwhile putting the finishing touches to the new warehouse and office premises it has designed and built at Moat Way, Ashford, for SuperCups Vending.

That combination of quality building, in-house design services and farming knowledge will be welcomed by farmers who would rather be out in the fields tackling 'the day job' while the experts look after the latest project back in the yard.

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The 'Business Growth System' itself has helped to generate tens of millions of pounds worldwide for companies in over 250 different industries. It's a UK system; built, developed and improved over a 15 year period.

Commenting on this innovative scheme Andy Page, managing director of PH Accountancy said: "We are absolutely delighted to be launching this valuable time-tested resource to our clients. We have always sought ways to help our clients grow their businesses.

"Investing in one of the leading business growth and marketing systems, so our clients can get free and expert help shows how committed we are to helping our clients prosper during these tough times."

The Business Growth System is owned and developed by the Academy For Growth. Simon Organ, managing director of the Academy comments: "We are delighted to provide the Business Growth System to the clients of PH Accountancy, it's clear they are a forward-thinking firm of account-



**DEDICATED:** PH Accountancy has invested in The Business Growth System to assist clients' business ants who have a strong desire to see their clients succeed and prosper even during challenging economic times.

"PH Accountancy has recognised that accountancy firms have difficulty in differentiating themselves. However, by investing in the Business Growth System, PH Accountancy can now provide it free of charge to their clients, clearly demonstrating that not every accountant is the same. Ordinarily the system is available to buy for £1,175 for each business, so this commitment shows the steps PH Accountancy are prepared to take to help all their clients succeed and we applaud it."

For more information please phone 01227 277 667 or visit [www.phaccountancy.co.uk](http://www.phaccountancy.co.uk).



## Village pub is the new hub of the community

THE Farriers Arms, at Mersham, is rapidly becoming one of the 'hottest' venues in Kent – and that's no surprise when one considers what it offers.

This 1606 pub has been fully restored and the seven-acre curtilage, with the fish-laden East Stour River running through it, is charming in the extreme. There is fine dining with exquisite food and surroundings, conventional dining and an excellent bar menu – not to mention the selection of free-house beers and wines. Two of these wines have been vinted in France and bottled exclusively for The Farriers, under The Farriers' name and under the name of the local hospice: the latter benefits from a generous donation from the profits.

Music to suit all tastes is available on a regular basis, both indoors and at open-air functions, in keeping with the mood of the occasion. Marquees can be hired in the field, or The Forge can be made available as a private function room.

The history of The Farriers Arms is clearly centuries old. James 1 sent ships to America in

## CROSSKEYS COACHES DAY TRIPS AND TOURS



November		
Wednesday 10th	Brick Lane Music Hall	(SOLD OUT)
Saturday 20th	Santas Magical Kingdom, The Hop Farm, Kent	£34.00
Saturday 27th	Romford Market	£16.00
Saturday 27th	Brussels Xmas Market (2 Day Break)	From £93.00
Sunday 28th	Bruges Xmas Market	£32.00
Tuesday 30th	Westfield Shopping Centre	£17.00
December		
Wednesday 1st	Bluewater or Lakeside	£16.00
Friday 3rd	Brick Lane Music Hall	(SOLD OUT)
Monday 6th	Afternoon Cite Europe	£14.00
Wednesday 8th	Camden Lock Town & Markets	£17.00
Friday 10th	London Lights & Sights	£16.00
Saturday 11th	Santas Magical Kingdom, The Hop Farm, Kent	£34.00
Sunday 12th	Lille Xmas Market	£33.00
Monday 13th	Valkenburg, Netherlands (5 Day Break)	£265.00
Saturday 18th	Thursford Xmas Spectacular	£59.00
Sunday 19th	Calais Xmas Market	£17.50

January		
Saturday 8th	Brentcross Shopping Centre	£13.50
Saturday 15th	Brighton Ice Show	(SOLD OUT)
Saturday 22nd	Bluewater or Lakeside	£16.00
Sunday 23rd	Brighton Ice Show	£36.00
Saturday 29th	Brighton Ice Show	£36.00
February		
Monday 7th	Afternoon Cite Europe	£15.00
Saturday 12th	De Panne	£21.00
Friday 18th	Brick Lane Music Hall	£39.00
Saturday 19th	Ostend	£26.00
Thursday 24th	Boulogne	£25.00
Saturday 26th	Disneyland, Paris	£70.00
March		
Monday 7th	Afternoon Cite Europe	£15.00
Friday 11th	Royal Tunbridge Wells	£12.50
Saturday 12th	De Panne	£21.00
Wednesday 16th	Brick Lane Music Hall	£35.00
Thursday 17th	Boulogne	£25.00
Friday 18th	The Stitch & Craft Show 2010 at Olympia	£23.00
Saturday 19th	London Zoo	£27.00
Wednesday 21st	Sluis	£35.00
Friday 25th	Ideal Home Exhibition	£28.00
Saturday 26th	Bruges	£33.00

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covers for the new extended anvil restaurant which is extremely successful – you will need to book in advance for Friday and Saturday nights.

The beautiful restaurant with its folding doors opening onto the garden, patio and the river frontage.

And not least, the micro brewery has now been finished and will be brewing its first batch of beer

that year, to set up the first permanent English settlement there – in Jamestown. But the recent story began only last year, in March 2009.

At that time the pub came on the market, as a part of Punch Tavern's divesting of its assets, and the pub had become totally dilapidated in fabric and was closed.

But local businessman and entrepreneur, Richard Bishop, was so appalled by the uncertain future of the village pub that on April 23 – St George's Day – he incorporated a registered private company (Farriers Arms Kent Ltd) and put in an offer of purchase. When the offer was accepted, Richard gathered together a host of villagers and friends to invest, such that by June 12 the pub had been fully purchased.

The amount of work to renovate and extend the premises, including the voluntary efforts of the shareholders, cannot be overplayed. The effort by families has been phenomenal. Roofing repairs were necessary, rotting floorboards were replaced and everything has received several coats of paint.

Local joiner and cabinet-maker Lenny has built the new bar, literally from scratch, having to hunt for antique doors to re-fashion into the stunning bar with a polished oak top complemented by the solid brass foot-rail that formerly graced the bar at The Mariners' Mission, in Hong Kong.

A new kitchen has been built to serve the various dining areas, where there is now 55

very shortly.

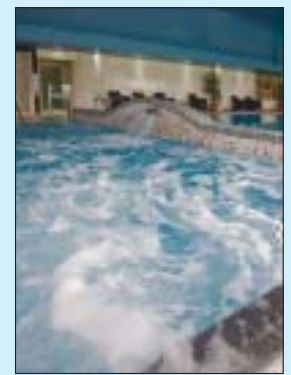
The new a la carte menu can be seen on the website along with the bar menus at [www.thefarriersarms.com](http://www.thefarriersarms.com). The Christmas menu will be available from November 30 where large parties can be catered for in either the large restaurant or forge function room.

Also on sale shortly is tickets for New Year's Eve, an evening which includes a black tie gala buffet, bar and disco where tickets cost just £40 or £5 if you prefer to make use of just the bar and disco instead.

The next event is fireworks on November 6 where there will be children's entertainment. The evening will start with music by the Lostres Hombres from 6:30pm and the fireworks set to music will start at 7:30pm. This will be followed by the lighting of the giant bonfire at 8pm. Also available is hot mulled wine, bar and hog roast or BBQ. Tickets are on sale from the pub, families (two adults, two children) £15 or £20 if bought on the night.

The Farriers is managed by June Ballard, and the Head Chef is Richard Bayliss, Gerald is Maitre D and there is a charming and elegant complement of waitresses and kitchen staff. All would welcome your coming to sample the wealth of sustenance and entertainment that The Farriers has to offer.

Farriers Arms, The Forstal, Mersham, Ashford, Kent TN25 6NU. Phone 01233 720 444. [www.thefarriersarms.com](http://www.thefarriersarms.com).



**HIGHLY COMMENDED:** The London Beach Country Hotel in Tenterden was recognised at the Kent Environment Awards

## Pure luxury and relaxation that doesn't cost the environment

LONDON Beach Country Hotel in Tenterden was highly commended at this year's Kent Environment Awards.

The awards, run by Kent County Council, recognise and reward Kent businesses for innovative environmental and community work they undertake. London Beach was a finalist at the awards and recognised for its consideration to the environment while developing the spa and golf course last year.

More than £3 million was invested into the hotel to develop environmental technologies including: solar panels; heat recovery system; new LED lights and a sustainable irrigation system using rain run-off and water diversion systems.

These investments resulted in approximately nine million litres of water and more than 48,000kW of electricity saved each

year. During construction of these processes, much thought was put into how the hotel could reach its full environmental potential.

"I am delighted that the work we have put into developing the hotel to ensure it is environmentally friendly has been recognised by these respected awards," said Pierre Edmonds, owner of the hotel. "We'll continue to ensure we save energy and resources and shall take into consideration environmental impacts when we plan future developments to the hotel."

Situated in the charming Weald of Kent, the London Beach Country Hotel is perfect for a retreat in the countryside. Guests are welcomed to take advantage of its spa, health club and parkland golf course.

Please visit [www.londonbeach.com](http://www.londonbeach.com) for more information.

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## A one-stop shop for all your MOT needs

AN Ashford garage has revitalised premises it moved out of at the beginning of 2009 to create a local MOT business within walking distance of the town centre.

When D+D Autos moved to its new, purpose-built premises in Moat Way, Orbital Park a year and a half ago, it brought to an end a quarter of a century of service at its old Victoria Road premises.

While the jumble of buildings it left behind were not up to the job of providing a 21st century service and repair facility, they were handy for the town centre and were missed by a number of Ashford customers.

Now the family business, headed by Derek Petridge, has reopened part of the old site as MOT Express Ashford under the care of long-serving employee Alan Crawford, one of the most experienced MOT testers in the area.

Alan has been testing local vehicles for the best part of 25 years and has been with D+D since February 1993. He's delighted to be at the helm of the Victoria Road business and is offering a dedicated MOT service that is proving ideal for people who work in the town.

"Our new premises at Moat Way offer first class facilities for service, repairs and MOTs, but some of our old customers liked the fact that they used to be able to walk into town while their car was being tested," explained Lorraine Fuller, D+D Autos' operations manager.

"As well as being useful to those customers, MOT Express Ashford has helped to boost trade in the town itself and has allowed us to take on another tester, which is a little bit of good news during these difficult times."



**EXPERIENCE:** MOT expert Alan Crawford

# Driving a successful business

THE Vauxhall franchise, situated in London Road, Bapchild, (on the A2) has been operating since 1992 and prides itself on the quality of service it provides together with its commitment to the community.

The family firm was established after managing director, David Pomphrey, acquired the business and assets of a former Vauxhall dealer at the site.

Now in its 19th year, Pomphreys has evolved into a one-stop shop for drivers offering a wide choice of new and used cars, from the compact Agila to the premier Insignia, together with a range of vans. It also offers servicing and repairs, a parts department, an MOT centre and an accident repair operation.

Marketing manager Kathy Skipp believes the company's ethos of quality and customer care has seen it through several economic

down - turns and



**AWARD-WINNER:** The London Road Vauxhall franchise is a family run firm priding itself on quality of service

endeared itself to the community.

She said: "It's a great place to work. There's a good atmosphere and team spirit. We take pride in what we do and we try to understand the needs of each customer individually."

"We have a tremendous amount of repeat business. Some of our customers bought a car from us nearly twenty years ago and have kept coming back and now their children have come to us for their first car. That's very satisfying."

If the quality of service is important to Pomphreys then so is its workforce – evident by staff retention levels with some clocking up more than thirty years.

Finding independent evidence of Kathy's testi-

monial isn't difficult. The company holds an investor in people status – awarded by the British Standards Institute (BSI) – recognising Pomphreys' efforts in leading, managing and developing the people who run its operation.

BSI has also approved the company for the quality management systems in place.

Kathy says unlike other independent dealers the conditions of the Vauxhall franchise is a further guarantee of quality.

"As a franchise we are approved by Vauxhall to sell their cars and in order to do so we must comply with a strict set of rules, regulations and standards. We are regularly spot checked."

Pomphreys has shrewdly built up solid ties with the community in Sittingbourne and surrounding areas sponsoring and supporting hundreds of groups and good causes over the years.

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PROVIDING exemplary customer service is the key factors in building a successful business.

That is the view of Adrian Pile, sales manager at Northgate Alfa Romeo garage in Canterbury a business that has stood the test of time.

Not far from Canterbury Cathedral, the dealership has been trading in its current form as an Alfa garage for more than 15 years.

Treating the customers with the respect is the main reason why the business has been successful, says Adrian.

"We always do our utmost to make sure that people who come to us for whatever reason are given the very best we can offer. It's our main aim," he said.

"It's important that customers have trust in you and what you're doing and that is something we strive for. It is nice for them to come in and meet the same staff and recognise us so we can build up a real relationship with the customers. It's something we take pride in and always have.

"It makes a big difference when customers come back to a dealership and see the same face each time, it enables you to build up a bit of rapport with them and helps you understand their needs to a greater extent. We don't treat people as a number here. We are always straight with people and don't just tell them what they want to hear, by giving them any old flannel. We tell them how it is and spell out all the options."

The dealership has a dozen staff under Adrian, but selling the most emotive and historic of Italian cars is only part of its operation.

Body repairs, servicing, free estimates and MOTS are also under their remit.

Adrian said it was making sure everything is down to the highest of standards that is also a factor in Northgate Alfa's ongoing story.

He said: "All our parts are the official Alfa Romeo ones. If you use the trade parts then you find that they may not fit, wear out quickly or fail, whereas ours are guaranteed for 12 months, which offers customers real piece of mind."

# Steering customers to what they really need

'Success comes from being straight with people and giving them options'



**HIGH STANDARDS:** Customer service is the number one priority at Northgate Alfa Romeo garage in Canterbury where selling beautiful cars is only part of the business

Adrian said that he still enjoys the work and has never seriously considered leaving Northgate Alfa.

"I've been here 30 years now and I've had

other opportunities but always decided to stay here as I like it so much.

"We used to be a Renault dealership before we changed to Fiat in 1992, then also got Alfa in

1994, which was a big deal for us as it's such a great brand. We just outgrew the site, doing both Fiat and Alfa from here so split it, and now have a Northgate Fiat in Westminster Road."

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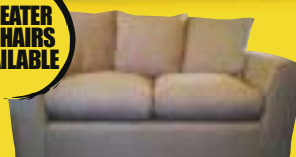
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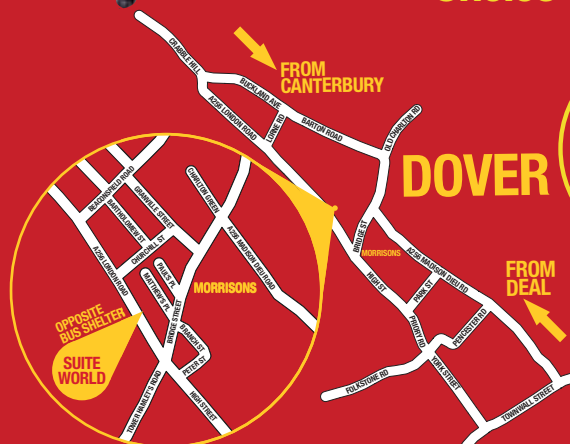
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# Grim tale of deadly bodysnatchers deserves to be dead and buried

■ BY DAMON SMITH

THE murderous exploits of two Irish immigrants, who terrorised the streets of 1820s Edinburgh, provide the inspiration for John Landis's ghoulish black comedy.

Opening with a succinct disclaimer – “This is a true story... except for the parts that are not” – Burke & Hare wraps the grisly facts in a shroud of slapstick, sickly romance and anachronistic sight gags.

When the titular body snatchers unearth their very first coffin, loyal skye terrier Greyfriars Bobby sits watching them atop his owner's grave, more than 30 years before the real John Gray shuffled off his mortal coil in 1858.

Dr Lister, who was barely out of his mother's womb when the real murders began, is a figure of fun because of his halitosis, while Charles Darwin, who was at least in the Scottish capital at the time, warrants an aside.

Screenwriters Piers Ashworth and Nick Moorcroft struggle to strike the right tone.

The mix of black comedy and tragedy isn't so much bad taste as completely tasteless.

Irish scallywags William Burke (Simon Pegg) and William Hare (Andy Serkis) return home to learn that one of their elderly lodgers has passed away.

A conversation with grave robber Fergus (David Schofield) reveals that medical professor Dr Knox (Tom Wilkinson) will pay three pounds for a fresh cadaver to use in his anatomical demonstrations.

“I thought that life here was supposed to be cheap,” asks Hare.

“It is, but the price rockets when you're dead,” smirks Fergus.

Demand far outstrips supply and soon Burke and Hare are helping the ageing and the infirm to meet their maker a tad earlier than expected.

While Hare keeps his wife Lucky (Jessica Hynes) sweet with a cut of the profits, Burke



GLOOMY: Simon Pegg and Andy Serkis as grave robbers Burke and Hare, and right, Isla Fisher as Ginny

invests his share in an all-female production of Hamlet, fronted by aspiring actress Ginny (Isla Fisher), and the increasingly prolific Dr Knox crosses scalpels with traditionalist rival Dr Monroe (Tim Curry).

Unfortunately Burke & Hare is as stiff and lifeless as the unfortunate souls that the eponymous duo deliver to the surgical slab.

Pegg and Serkis share lukewarm screen chemistry and the script doesn't provide them with any decent one-liners.

Curry camps it up as best he can to offset the gloomy, grey production design, but a running gag about his foot obsession is lame.

The screen is littered with pointless cameos, including Christopher Lee as an ill-fated lodger, Paul Whitehouse as a drunkard and Stephen Merchant as one of the King's footmen.

So much talent going to waste.

At the end of the film, cameras venture inside Edinburgh Anatomy Museum and linger on the skeleton of the real life William Burke, which is well preserved more than 180 years after the murderer swung from the gallows.

Landis's film will be dead, buried and forgotten in a couple of months, if it's lucky.



**BURKE & HARE**  
Certificate PG 



BIG DAY: The Wedding House planners are waiting to make dreams come true



## YOUR TV REVIEW

WEDDING HOUSE: Channel 4, Tuesday, 8pm  
THE APPRENTICE: BBC1, Wednesday, 9pm

■ BY JENNY ARMSTRONG

I FIND Wedding House quite upsetting.

In the best light, loved-up couples with a taste for glitz and glamour leave one of the most precious days of their lives in the hands of a team of professional planners who will make their wedding dreams come true.

In reality, couples, only some of whom seem to love each other, are given fancy dress weddings by five individuals who find it insulting if you want to bring your own shoes. To your own wedding.

The 45-minute programme packs in four couples a week. Some of them have a lovely day. Some of them are even ready to get married.

Sam and James have been together for years, seem very happy, and throw themselves into their bizarre yet stylish Alice in Wonderland wedding. Although one can't help but feel

a bit sorry for James. Sam has already had her church wedding with a previous husband – this is all James gets.

But Sen and Hus nearly don't get married because the groom throws a strop about the colour of his trousers, and a pair of ageing swingers renew their vows with a dungeon theme.

Some weddings are fun to watch, but sometimes it is just embarrassing.

THE new series of the Apprentice seems to have dredged up the worst group of nincompoops yet.

If you like watching adults behaving like schoolchildren, and I mean of the Lord of the Flies brand, you will like this.

As in previous incarnations two teams of high-fliers, who nonetheless are incapable of proper speech ('karmically they will be retributed' – genius) take on business tasks and a member of the losing team is fired.

At stake is a six-figure salary as apprentice to the business guru Lord Sugar, so the in-fighting gets rough. Unfortunately two candidates who seemed most like decent human beings have already left.

Unemployed graduate Raleigh Addington left after his Army brother was critically injured in Afghanistan, and surgeon Shibby Robati was fired because he was capable of admitting to his mistakes.

On a positive note, having some of the nice guys out of the way makes the ensuing catfight much more enjoyable. It no longer feels like witnessing a banker kicking a puppy.



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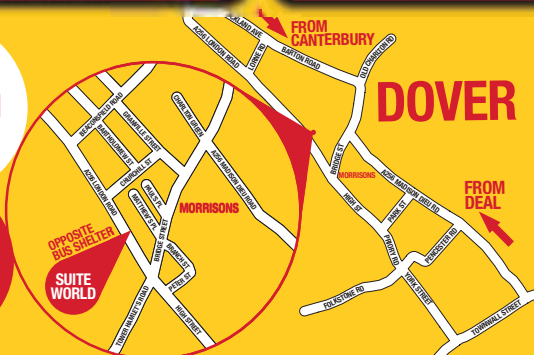
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## MOTORS NEWS



### Hyundai's downsizer comes with all the toys

HYUNDAI cranks up competition in the mini-MPV sector from November 18 with the launch of its roomy yet compact ix20, priced from £11,595.

The niche was identified by the Honda Jazz, but the trend for downsizing has increased demand and choice and the Hyundai will appeal not just on pricing, but also with its five-year warranty.

Standard features kicking off three trim levels include height-adjustable driver's seat, air con, six airbags plus active head restraints, and six-speaker sound system with MP3/USB input.



### Lexus hybrid cuts costs without compromise

LEXUS has announced an attractive entry price of £23,485 for its all-new CT200h executive hatchback hybrid.

With a road tax-exempt 94g/km CO2 emissions, potential average mpg of nearly 70 and a 10 per cent benefit-in-kind company car tax rating plus the upmarket badge, the petrol-electric model should make company car user choosers think twice.

But buyers will need to opt for mid-grade SE-L (£25,200) for the true executive leather seats, with heated front ones.



### C3 gets Cherry aid to boost Picasso's sales

IT probably didn't need it, but Citroën's award-winning C3 Picasso MPV (from £12,695) has been updated and is now available with an ultra-low emission 110bhp diesel and six-speed gearbox.

The 90bhp sister diesel is also sold in a Blackcherry special edition (£15,195), with cherry red and black detailing, plus high spec including roof bars, cherry red diamond-tipped alloys, air con, cruise control and USB/Bluetooth connectivity.

All C3 Picasso diesels now escape road tax in year one and the whole range has energy-saving Michelin tyres.



**DISTINCTIVE:** The almost all-new Saab 9-5 delivers everything you'd expect from the brand – turbocharged generous spec, comfort, acres of space, and traditional design

# Saab back from the brink with powerful new twist

ONLY Sweden's Saab – famous for original thinking – could have fabricated a Norse saga involving the brand's near death experience earlier this year.

The former General Motors (GM) brand is fast reviving though, in partnership with Dutch supercar maker Spyker, and tapping into much goodwill in the UK, where it is also celebrating 50 years in the car market.

Leading the revival is the long-awaited Saab 9-5 replacement – the previous car can trace its origins to 1997.

Though based on the classy Vauxhall Insignia during Saab's final years with GM, as much as 70 per cent of the new 9-5 is all our own work, say the Swedes.

The distinctive bodywork is certainly in the great Saab tradition – so, in Abba-speak, you could say the brand is re-Bjorn.

It is priced from £26,695 with a generous standard spec and hi-tech features including aircraft-style head-up display, adaptive lighting and cruise control, adaptive chassis, keyless entry and starting, dual-zone air con; dynamic

## ROAD TEST SAAB 9-5

BY STEVE LOADER

### STAR QUALITY

Driving appeal	★★★★★
Image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Green rating	★★★★★

parking assistance and all-wheel drive.

The engine line-up is all turbocharged – what did you expect from the turbo master brand? – and includes a 1.6-litre petrol unit that concedes little in performance to the slightly dearer diesel entry model, though fuel consumption is markedly inferior.

The 160PS (157bhp) 2.0-litre TiD Vector SE diesel we tested feels heavy and, like standard versions of the Insignia – not as nimble as you come to expect from BMW and Audi rivals.

But the ride comfort and long-distance cruising ability is impressive, with loads of space for those in the back and a massive boot.

The cabin isn't gaudy or innovative, but just carefully laid out in the Saab way; aficionados like to think Saab dashboards can trace their lineage back to the aviation parent company.

The powertrain and six-speed auto gearbox matches this refinement and the front-end styling won't let you down in the office car park.

I think the designer's hand strayed a little towards the rear of the car, but this opinion started a lively debate whenever I raised it with colleagues, so it's one of those "beauty is in the eye of the beholder" motors.

• Email [newsdesk@yourkent.co.uk](mailto:newsdesk@yourkent.co.uk)



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#### 10 Plate Skoda Octavia 1.4 SE TSI

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#### 10 Plate Skoda Fabia 1.4 TDI Sport

16" Alloys, Air Con, Privacy Glass, Sports Pack, Under 2000 miles, Only £35 per year road tax. **ONLY £9,495\***

#### 10 Plate Skoda Fabia 2, 1.4 TDI

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#### 10 Plate Skoda Fabia, 1.2, 5 Door

Storm Blue. **ONLY £8,195\***

#### 59 Plate Skoda Fabia, 1.2, 5 Door

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### Used Cars

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Finished in Satin Grey Metallic with a Black Cloth interior, 47,800 miles. £6,995

#### 58 Plate Skoda Fabia 1 1.2 HTP 6V (60 BHP) 5-Dr Hatchback

Finished in Dynamic Blue with a Black Cloth interior, 13,200 miles. £6,995\*

#### 54 Plate Skoda Fabia 1.2 HTP (54 BHP) Classic 5-Dr Hatchback

Finished in Dynamic Blue Metallic with a Black Cloth interior, 48,500 miles. £3,995\*

### Other Makes

#### 2008 Mitsubishi Lancer 1.6 Equippe 4-Door Saloon

Finished in Metallic Gunmetal Grey, Manual, 21,800 miles. was £7,995\* **Now £6,995\***

#### 2006 Ford Ka 1.3 3-Door Hatchback

Finished in Colorado Red with a Black Cloth interior, 56,500 miles. Was £3,995. **Now £3,295\***

#### 2004 Volkswagen Touran 1.6 S (100BHP) 7-Seat

Finished in Blue Metallic with a Grey Cloth interior, 50,500 miles. £6,995 **Now £6,495\***

#### 07 Plate SEAT Ibiza 1.4 16v Style

Silver, FSH, 1 owner from new, 16,190 miles. £6,495\*

#### 2006 Fiat Punto 1.2 Active 5-Door Hatchback

Finished in Astral Blue Metallic with a Black Cloth interior, 41,430 miles. £4,495\*

#### 2002 Daewoo Tacuma 1.6 SE 5-Door MPV

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\*Correct at time of going to press.

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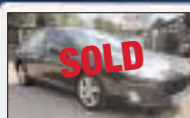
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HATCH**

Sunset red-black cloth interior-aircon-rear parking sensors-e/w-c/d system-alloys-multi air bags-front fogs. Very well looked after, fun to drive with great fuel economy and a full service history.

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RENAULT SCENIC  
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VVTI DYNAMIQUE  
28K FSH**

Sandringham met-dark grey charcoal interior-aircon-twin glass sunroofs-alloys-cd player-e/w-new card start system-alarm & immobiliser-c/c-front fogs-auto wiper system-1 owner from

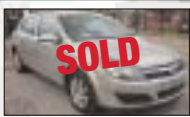
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**2003/53 FORD  
KA 1.3 COLLEC-  
TION 2 3 DOOR  
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Panacotter silver met-dark grey cloth-aircon-abs-multi air bags-cd player-multi function steering wheel-alarm and immobiliser-e/w-f/s/h and only one owner from new offered at only

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SEATER**

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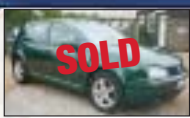


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First Instalment <b>£137.50</b>	Final Instalment <b>£137.50</b>	Total Amount Payable <b>£3399</b>	<b>0%APR</b>

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NON STANDARD COLOUR, 12457 MILES.....	<b>£7999</b>
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**1 SERIES, 118d Sport 5dr, lg55xzw,** air conditioning, climate control, multi-function steering wheel, push button start, cd player, sports seats, alarm, anti-theft system, central locking, immobiliser, remote alarm, remote central locking, head restraints, height adjustable seat, rear headrests, adjustable steering column, power steering, stability control, traction control, trip computer, abs, child locks, multiple airbags, colour coded body, front fog lamps, metallic paintwork, electric 07956 158119, black, 51380 miles, £10994, Wrotham Heath, 01732 220555 (TRADE)

**1 SERIES, 116i SE 5dr, ye58cxr,** climate control, air conditioning, cd player, push button start, multi-function steering wheel, alarm, anti-theft system, central locking, immobiliser, remote alarm, remote central locking, head restraints, height adjustable seat, rear headrests, adjustable steering column, power steering, stability control, traction control, trip computer, abs, child locks, multiple airbags, colour coded body, front fog lamps, metallic paintwork, electric windows, radio, stereo, centre armrest, efficient dynamics, at Big Motoring World we average over 350 hours contact 07956 158119, aluminium silver, 54518 miles, £11993, Wrotham Heath, 01732 220555 (TRADE)

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**NISSAN**

**ALMERA, Sve 5dr Auto, 8156079,** air conditioning, climate control, colour satnav, electric sunroof, electric windows, electric mirrors, power steering, parking sensor, abs, front fog lamps, rear wash/wipe, remote central locking, remote alarm, rear headrests, height adjustable seat, adjustable steering column, cd player, radio, twin air bags, alloy wheels, this almera is just one of over 180 quality vehicles which we are currently offering for sale. please click on the link to our web site to view our current stock. all our vehicles are inspected in our workshop and are prepared to the highest standard. silver, 40300 miles, £4295, Plumstead, 020 8855 4000 (TRADE)

**ALMERA, Almera 2.2dCi ( 136ps ), 2003,** mileage verified title check safety pack front fog lamp central door locking (remote ) in car entertainment (radio/cd) spare wheel (steel) steering wheel mounted controls (audio) seating capacity (five seats) climate control mirrors external (electric) alloy wheels (16in ) air bag side (driver/passenger) adjustable steering column/wheel (rake) seat height adjustment (driver/passenger) head restraints (front/rear) electric brakes power-assisted steering, silver, 78870 miles, £3695, Sittingbourne, 01795 476222 (TRADE)

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**2003 53 Reg SAAB 9-3 2.0T Aero, 4 Doors, Manual, Saloon, Petrol, 121,170 miles, Metallic Black Sat Nav, Bluetooth Handsfree Leather seat trim, Radio/CD, Cruise control, Alloy wheels, Immobiliser, Full Electric Pack, Remote central locking, Trip computer, Alarm, Headlight washers, Body coloured bumpers, Rear armrest, PAS, Air conditioning, Anti theft system, Climate Control, Full Service History, Sports seats, Tinted glass. .... NOW £4,195**

**2001 Y Reg SAAB 9-5 2.0T SE, 102,941 miles, 4 Doors, Automatic, Saloon, Petrol, Metallic Grey, 4 Owners, Heated door mirrors, ABS, Radio/CD, Rear headrests, Cruise control, Folding rear seats, Alloy wheels, Immobiliser, Side airbags, Leather upholstery, Front electric windows, Electric door mirrors, Rear electric windows, Remote central locking, Drivers airbag, Trip computer, Leather seat trim, Air conditioning, Radio/Cassette, Traction control, Body coloured bumpers, PAS, Climate Control, Service indicator, Electric mirrors, Remote locking. .... £2,795**

**2000 W Reg SAAB 9-3 2.0T, 5 Doors, Manual, Hatchback, Petrol, 70,471 miles, Metallic RED, 2 Owners, Central locking, Folding rear seats, Trip computer, Passenger airbag, Steering wheel reach adjustment, Cloth upholstery, Part Service History, Child locks, CD, Immobiliser, Side airbags, Front electric windows, Electric door mirrors, Rear electric windows, ABS, Headlight washers, Body coloured bumpers, PAS, Radio/Cassette, Air conditioning, Service indicator. .... £2,495**

**1998 R Reg SAAB 9-5 2.0T, 4 Doors, Manual, Saloon, Petrol, 116,963 miles, Metallic Red, 2 Owners, Radio/CD, Service indicator, Child locks, ABS, Air conditioning, Alloy wheels, Anti theft system, Central locking, Child seats, Colour coding - Body, Computer, Cruise control, Driver airbag, Full Electric Pack, Heated seats, Leather seats, Metallic paintwork, Multi function steering wheel, Navigation system, Park distance control, Passenger airbag, Power assisted steering, Radio, Rear armrest, Remote locking, Side airbags, Sideskirts, Spoiler, Sunroof, Telephone, Tinted glass, Traction control. .... £1,695**

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## PROPERTY NEWS

### Rise in property prices damage chance of sale

ASKING prices for UK property rose by three per cent during October, research shows.

The average home for sale has seen an increase in price of just over £7,000, according to property website Rightmove.

For the past three months the housing market suffered falling prices and the number of homes on the market is remaining close to an all-time high.

The research indicates that sellers are refusing to adjust to these new market conditions.

Rightmove explained that what it called "bullish pricing" is typical of the autumn property market and vendors often struggle to react to both new stock and market changes.

The property portal also indicated that many sellers are likely to be disappointed as evidence shows that high prices can damage chances of selling the property.

Miles Shipside, director of Rightmove, said: "It is a sign that many sellers are not experiencing high levels of financial stress, but can't afford to accept a lower price if they are to make their sums stack up for the next move."

### Drop in number of high end homes on market

THE value of the UK's most expensive properties has fallen by 1.5 per cent over the past year, figures from Primelocation.com have revealed, despite a slight decrease in the availability of stock.

Top value homes in Kent did not fare as badly as those in other parts of the UK, according to market analysts.

London saw the biggest monthly falls in value for the highest-end stock, dropping by 2.4 per cent between August and September 2010, while prime properties in Wales fell by 5.8 per cent over the year.

Primelocation.com believes the two main reasons for falling values are fewer wealthy individuals looking to buy property from abroad, as well as higher taxes prompting more of the UK's rich to emigrate.

**SALES** of properties worth £1 million and over have risen by 118 per cent in the past year, according to new figures from Halifax.

Although sales over £1m represent a tiny proportion of the UK property market as a whole, shares of all sales have risen from 0.5 per cent in the first six months of 2009, to 0.9 per cent in the same period of 2010.

A spokesman said: "The increase reflects the weakness in sterling and the relatively strong housing market in the south east."



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**AIMING HIGH:** Eric Pickles (pictured below), the communities and local government secretary, has pledged to upgrade thousands of affordable homes for low-income families

# 150,000 new homes as part of reforms to social housing

THE Government has cut the social housing budget by more than 50 per cent, from £8.4 billion over the previous three-year period to £4.4 billion.

However, it says that it will invest £4.5bn in 150,000 new affordable homes over the spending review period.

It will also carry out a major reform of social housing in this country, said Chancellor George Osborne while outlining changes made in the 2010 Comprehensive Spending Review.

Included in this reform will be a shift in responsibility to local councils and a scheme which allows social landlords to charge tenants a weekly rent between social and market rates.

In addition, more than £2bn has been allocated to the Decent Homes programme,

■ **BY NICK AMES**

which improves housing for vulnerable people.

Other changes include a new cap on Local Housing Allowance to single claimants under 35 who are living in the private rented sector.

They will now be restricted to the rate for a single room in a shared house rather than in a one-bedroom property.

Eric Pickles, communities and local government secretary, said: "We have that seen that the old system of house building simply did not work."

"We are making the money available and delivering the reform to build and upgrade thousands of affordable homes for people on lower incomes over the next four years."

These cuts are likely to attract controversy due to plans to subsidise budget cuts by forcing those on housing benefit to pay a higher rent.



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## WILLESBOROUGH £155,000

Victorian semi detached property offers three bedrooms, lounge/diner that has many original features including an open fire with hearth, fitted kitchen also a south-facing garden. Perfectly situated for easy access to Ashford's rail and road links.



## ASHFORD GP £130,000-£145,000

This is a 3 bedroom terraced property situated a short walk away from Ashford town centre and train station. The property benefits from a good-sized lounge/diner, kitchen with a utility room, plus an easy maintainable garden.



## GODINTON PARK £125,500

Situated in the popular area of Godinton Park is this very well presented 1 bedroom home. The remaining accommodation consists of lounge, double glazed conservatory and bathroom. To the rear is a low maintenance garden and allocated parking.



## ORCHARD HEIGHTS £115,000

Ideal first home in the popular Orchard Heights area. The accommodation consists of lounge, bedroom, kitchen, bathroom and downstairs cloakroom. To the front is allocated parking for one car. Close proximity to both the A20 and M20 and Ashford's town centre.



## KENNINGTON GP £119,995-£129,995

Two bedroom ground floor flat in the popular location of Kennington. Further accommodation consists of a lounge, kitchen and family bathroom. To the side of the property is a single garage with additional off road parking.



## WILLESBOROUGH OIEO £170,000

End of terrace 4-bedroom family home in Willesborough area. Additional accommodation consists of Lounge, Kitchen / Diner, Downstairs Cloakroom and Conservatory. Parking is provided to the rear with the added benefit of a single garage. CHAIN FREE



## GODINTON PARK GP £224,995-£234,995

Four bedroom detached home in the Godinton Park area. Further accommodation consists of lounge, separate dining room, kitchen, downstairs cloakroom and family bathroom. There are front and rear gardens, off road parking and larger than standard single garage.



## SINGLETON OIEO £165,000

Delighted to be offering this 3-bedroom end of terrace home. Arranged over two floors further accommodation consists of lounge/diner, fitted kitchen, family bathroom and downstairs cloakroom. Parking is provided by the allocated parking space and single garage.



## SINGLETON GP £194,995-£204,995

Three bedroom home is located in the popular area of Singleton Hill. It benefits from a Master bedroom with en suite bathroom, cloakroom, fitted kitchen, lounge and conservatory. There is off road parking and a single garage.



## SINGLETON OIEO £244,995

Detached 4 Bedroom family home in the area of Singleton. Accommodation consists of one with en suite shower room, lounge, kitchen/diner and family bathroom. There are front and rear gardens, garage and off street parking.



## KINGSNORTH GP £285,000-£299,950

Four-bedroom family home, set in the Kingsnorth area. Further accommodation consists of lounge, separate dining room, high spec fitted kitchen, downstairs cloakroom, family bathroom, en suite shower room, integral garage and off street parking for two cars.



## KINGSNORTH £269,995

Situated in sought after Knights Park this four bedroom detached family home consists of lounge, separate dining room, fitted kitchen, utility room, en suite to master, family bathroom and downstairs cloakroom. There is a single integral garage and off road parking.



## HIGHLAND PARK GP £275,000-£295,000

Detached family home for sale in the often requested location of Highland Park. The accommodation comprises of 4 bedrooms, 3 reception rooms, lounge, fitted kitchen, family, en-suite shower room, downstairs cloakroom and utility room. There is a garage and off road parking for two cars.



## PARK FARM £290,000

Detached family home in the ever popular location of Park Farm. The Accommodation consists of 4 bedrooms, en-suite to master, lounge, separate dining room, kitchen, utility room, study, cloakroom and family bathroom. To the rear are (in our opinion) generous gardens mainly laid to lawn. Parking is provided by the double garage and off road parking for approximately 2 cars.

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## **The Oldfield**

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# RESIDENTIAL LETTINGS

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## DOVER, MAYFIELD AVENUE



2 bed unfurnished mid terraced house. It comprises of 1 double size bed and 1 single, lounge, dining room, fitted kitchen, bathroom, gas central heating, garden, d.g. and on road parking. HOUSING BENEFIT CONSIDERED WITH A GUARANTOR. NO PETS. Rent: £450.00 per Month / Deposit: £500.00

## DOVER, DOUGLAS ROAD



2 bed unfurnished mid terraced house. Newly decorated, through lounge/diner, fitted kitchen, bathroom, full gas central heating, partial d.g., rear garden and on road parking. HOUSING BENEFIT ACCEPTED WITH SUITABLE GUARANTOR. AVAILABLE NOW. Rent: £475.00 per Month / Deposit: £475.00

## DOVER, STEMBROOK COURT



2 bed unfurnished self-contained flat, good decorative order, central heating, d.g. throughout, patio doors leading to small balcony, off road parking, rent includes hot water & central heating, shed. HOUSING BENEFIT ACCEPTED WITH A GUARANTOR. NO PETS. Rent: £495.00 per Month / Deposit: £495.00

## DOVER, LOWTHER ROAD



3 bed unfurnished end of terrace house. Well presented family home, 2 dble beds and 1 single, lounge, fitted kitchen, bathroom with shower off taps, full gas central heating, d.g., rear garden and on road parking. WORKING PEOPLE ONLY. PET NEGOTIABLE. AVAILABLE LATE OCTOBER. Rent: £525.00 per Month / Deposit: £525.00

## DOVER, NEW STREET



1 bed unfurnished 3rd floor apartment. Well presented, entrance hallway, dble bed, good size lounge, modern fitted kitchen, bathroom with overhead shower, storage heating and d.g. HOUSING BENEFIT ACCEPTED WITH GUARANTOR. SORRY, NO PETS OR CHILDREN. AVAILABLE NOW. Rent: £428.08 per Month / Deposit: £428.08

## DOVER, HERON LODGE



Purpose built lower ground floor Studio flat. Unfurnished, fitted kitchen, bathroom, lounge/bedroom, economy 7 storage heating and private allocated parking space. HOUSING BENEFIT ACCEPTED WITH A GUARANTOR. NO PETS. Rent: £350.00 per Month / Deposit: £350.00

## DOVER, STONEHALL, LYDDEN



2 bed unfurnished semi-detached chalet bungalow. Entrance hallway, lounge with log effect fire, modern fitted kitchen, 2 double beds, bathroom with electric shower, storage heating, d.g., gardens and parking. WORKING PEOPLE OR RETIRED PERSONS ONLY. NO PETS. SMALL CHILD ACCEPTABLE. Rent: £550.00 per Month / Deposit: £550.00

## DOVER, CHERRY TREE AVENUE



2 bed 2nd & 3rd floor unfurnished maisonette. Newly carpeted throughout, 2 double beds, large kitchen/diner, bathroom, good size lounge and full gas central heating. HOUSING BENEFIT ACCEPTED WITH A GUARANTOR. NO PETS. AVAILABLE NOW. Rent: £450.00 per Month / Deposit: £450.00

## DOVER, CLARENDON PLACE



3 bed unfurnished mid terraced house. Totally refurbished throughout, entrance hallway, lounge, 3 double beds, brand new fitted kitchen, large family bathroom, brand new full gas central heating system, new d.g. windows and doors and on road parking. WORKING PEOPLE ONLY. NO PETS. NO SMOKERS. AVAILABLE MID NOVEMBER. Rent: £575.00 per Month / Deposit: £575.00

## DOVER, CHRISTCHURCH WAY



2 bed unfurnished mid terraced house. Well presented family home, entrance hallway, lounge/diner, modern fitted kitchen, bathroom, 1 dble bed and 1 small dble, electric heating, d.g., rear garden and private off road allocated parking space. WORKING PEOPLE ONLY. NON SMOKERS. PET NEGOTIABLE. AVAILABLE LATE OCTOBER. Rent: £530.00 per Month / Deposit: £530.00

## DEAL, COURT ROAD, WALMER



2 bed unfurnished top floor apartment. Recently decorated with new carpets fitted throughout, 2 dble beds, fitted kitchen, good size lounge, bathroom with shower fitting off taps, full gas central heating, d.g., rear courtyard with private parking. WORKING PEOPLE ONLY. NO PETS. AVAILABLE EARLY NOVEMBER. Rent: £500.00 per Month / Deposit: £550.00

## FOLKESTONE, RENDEZVOUS ST



1 bed unfurnished 1st floor self contained flat. Spacious property, entrance hallway, double bed with bathroom leading off, large, fitted kitchen, security entry phone system and Economy 7 storage heating. HOUSING BENEFIT ACCEPTED WITH GUARANTOR. NO PETS. AVAILABLE NOW. Rent: £350.00 per Month / Deposit: £350.00

## PROPERTY OF THE WEEK



## DEAL, FORELANDS SQUARE

3 bed semi-detached house in residential location. This well presented family home comprises of 2 double beds and 1 single with fitted slide robes to master bedroom, lounge/diner, fitted kitchen to include cooker, bathroom, d.g. throughout, full gas central heating, front and rear gardens and on road parking. WORKING PEOPLE ONLY. NO PETS. AVAILABLE NOVEMBER. Rent: £630.00 per Month / Deposit: £630.00

## FOLKESTONE, CANTERBURY RD



3 bed 2nd floor furnished apartment in town centre. Entrance hallway with security entry phone system, 2 double beds & 1 single, fitted kitchen, lounge with balcony, bathroom, separate wc, full gas central heating, d.g., private off street parking. THE RENT INCLUDES HEATING & GAS. MUST BE WORKING. NO PETS. Rent: £415.00 per Month / Deposit: £415.00

## DOVER, THE GATEWAY



3 bed unfurnished 7th floor apartment. Newly decorated with wooden flooring, entrance hallway, large lounge/diner, brand new fitted kitchen, rear balcony, 2 dble beds & 1 single, bathroom, sep. wc, security entry phone system, full gas central heating, partial d.g., use of garage. RENT INCLUDES HEATING AND HOT WATER. WORKING PEOPLE ONLY. NO PETS. AVAILABLE NOW. / Rent: £750.00 per Month / Deposit: £750.00



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### ■ Programme Leader – Trowel Trades

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### ■ Lecturer in Plastering

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### ■ Trainer Assessor – Health and Social Care

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For further details and to apply online please visit our website [www.thanet.ac.uk](http://www.thanet.ac.uk) and click on 'Vacancies'. Alternatively contact the HR office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

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# The future of local media

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Are you confident, competitive, determined and hard working? Do you enjoy a challenge and have a 'can do' attitude?

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You will play the key role in selling and coordinating our groups events, exhibitions and sponsorship across our market-leading portfolio of newspapers, magazines, show guides, websites and mobile products.

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We are looking for NCTJ-trained reporters to join our busy newsroom. Candidates must be genuine all-rounders who are able to write across the various sections of our newspapers and websites, from news to features and leisure.

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## About us

KOS Media publishes the UK award-winning Kent on Sunday newspaper and a series of free weekly newspapers, magazines and associated websites and mobile products.

The company produces kentnews.co.uk and yourkentTV, an internet-based TV service providing regional and local news, business and sport, plus websites for jobs, property and motors.

KOS Media's newspapers have won more than 10 national awards, including UK Regional Newspaper of the Year, and UK Free Weekly Newspaper of the Year six times.

In June, 2010, media group Archant purchased KOS Media.

## Archant is the UK's largest independently owned regional media business

It is a community media company active in the fields of regional newspaper and magazine publishing, contract printing and internet communications. All its titles serve clearly defined communities, based around locations or interest groups.

Archant can trace its roots back more than 160 years and today remains one of the country's largest independent media businesses. As a private company it employs 1,850 people right across England. It has an annual turnover of £142 million.

The newspaper division, Archant Regional, produces four daily regional newspapers and around 60 weekly titles with a combined circulation of 2.25 million copies every week. It is a UK top six regional newspaper publisher. It also publishes many of the group's 180 websites and a number of its magazines.

Archant also owns three magazine companies, which between them produce around 80 magazines.



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- All rates quoted are subject to VAT at the rate currently in force at the time the advertisement appears.
- All rates within the annual advertising agreement will be rate protected for 12 months from the first date of publication under the signed agreement.
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- No liability is accepted for any loss or damage alleged to have arisen through delay in forwarding replies to Box numbers, however caused, nor for the loss or damage to any artwork supplied.
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## Women Seeking

**KAREN** 51, smoker, many interests, seeks country loving guy, 35-45 who is fun, loving and caring. Tel No: 0906 515 7112 Box No: 382050 ☞

**LYN** young 50yr old lady, divorced, attractive, size 16, black hair, green eyes, no ties, dog, likes walks, meals out, nights in, socialising, seeks gent, 40-55. Tel No: 0906 515 7112 Box No: 350023

**BEAUTIFUL** slim, Oriental babe, 21, stunning figure, seeks older, solvent gent, 70 plus to spoil and pamper her. Tel No: 0906 515 7112 Box No: 348545

**TALL** attractive nurse, dark hair, blue eyes looking to meet someone young and fit for off duty fun and friendship. Tel No: 0906 515 7112 Box No: 350719 ☞

**LOVELY** curvy, extrovert, green eyed blonde, seeks gorgeous, easygoing, fun male to share cuddles, laughs and TLC. Tel No: 0906 515 7112 Box No: 350697 ☞

**ATTRACTIVE** vivacious, curvy blonde beautiful brown eyes, many interests, looking for someone nice to cuddle up on the sofa and share good wine with. Tel No: 0906 515 7112 Box No: 350695 ☞

**ATTRACTIVE** vivacious lady seeks good looking male to share travel, romantic nights out and lots of TLC. Tel No: 0906 515 7112 Box No: 350693 ☞

**BEAUTIFUL** bubbly blue eyed blonde, full of life looking for similar extrovert male to put some fun back in her life. Tel No: 0906 515 7112 Box No: 350725 ☞

**STUNNING** blonde, feels life is for living looking for her Mr Right, 45-55, who can make her feel special. Tel No: 0906 515 7112 Box No: 350723 ☞

**CURVY** blonde, big blue eyes, many interests WLTm genuine male to make her laugh and brighten up her day. Tel No: 0906 515 7112 Box No: 350721 ☞

**STUNNING** slim green eyed blonde, fun to be with, likes nights out, looking for that special someone. Tel No: 0906 515 7112 Box No: 350691 ☞

**CUTE** female, full of fun and always likes to try new things, seeks spontaneous, manly male for fun and laughter. Tel No: 0906 515 7112 Box No: 349029 ☞

**ATTRACTIVE** fit brunette, good fun and down to earth, WLTm funny, romantic guy who knows how to enjoy life. Looks unimportant. Tel No: 0906 515 7112 Box No: 349007 ☞

**SINGLE** mum, 39, likes most things, seeks male with GSOH for LTR. Tel No: 0906 515 7112 Box No: 349995 ☞

**BLUE** eyed, slim single mum, needs help, seeks genuine caring man who wants a challenge. Tel No: 0906 515 7112 Box No: 382030 ☞

**YOUNG** bubbly, bouncy, romantic female, sexy, cool, seeks male for fun, friendship, maybe more. Tel No: 0906 515 7112 Box No: 349435

**SAM** attractive, outgoing with blonde spiky hair, green eyes, lonely, romantic and in need of some male company. Age/looks unimportant. Tel No: 0906 515 7112 Box No: 349927 ☞

**STUNNING** brown eyed brunette, funny and vivacious searching for fun and romance with unattached male. ACA. Tel No: 0906 515 7112 Box No: 349923 ☞

**GILL** slim stylish blue eyed blonde loving and caring, WLTm down to earth guy who knows how to treat his lady. Tel No: 0906 515 7112 Box No: 349921 ☞

**AFFECTIONATE** curvy green eyed brunette seeking fit active man to share new adventures with. Looks unimportant. Tel No: 0906 515 7112 Box No: 349919 ☞

**STUNNING** ex model, curvy, long legs seeks tall well built guy relax with. Tel No: 0906 515 7112 Box No: 349005 ☞

**LOVELY** curvy brunette, adventurous and feminine seeks intelligent male to share the fun side of life together. Tel No: 0906 515 7112 Box No: 349003 ☞

**TINY** blonde, blue eyes, lovely smile, romantic at heart, seeks really nice manly for romance, possible LTR. Looks unimportant. Tel No: 0906 515 7112 Box No: 348999 ☞

**LORRAINE** 5ft 8ins, slim, size 10, long dark curly hair, green eyes, likes meats out, pubs, seeks male with GSOH. Tel No: 0906 515 7112 Box No: 348857 ☞

**SUZANNE** 35, beautiful blonde, seeks male for chats and a relaxing glass of wine anytime. ACA, status unimportant. City area. Tel No: 0906 515 7112 Box No: 342527 ☞

**HAPPY** go lucky blue eyed blonde, 38, just wants to make someone happy seeks similar kind male for a loving relationship. Tel No: 0906 515 7112 Box No: 347347 ☞

**SUE** early 60's, black hair, brown eyes, seeks male, 59-63 for fun and friendship. Tel No: 0906 515 7112 Box No: 346929 ☞

**FEMALE** 42, stunning blonde nurse looking to share a bottle of good wine, relax and whatever follows with a tall professional male. Looks unimportant. Tel No: 0906 515 7112 Box No: 347345 ☞

**PRETTY** blonde with lovely green eyes seeks male for good conversation and companionship. Tel No: 0906 515 7112 Box No: 349901 ☞

**SHAZ** fun and bubbly with auburn hair seeks tall good looking guy for friendship, maybe more. Tel No: 0906 515 7112 Box No: 348999 ☞

**FUN** loving, young at heart blonde, big blue eyes, looking for some fun, romance and TLC. Tel No: 0906 515 7112 Box No: 349897 ☞

**VERY** pretty blue eyed blonde, funny and warm seeks attractive down to earth, older male for fun, laughter and love. Tel No: 0906 515 7112 Box No: 349895 ☞

**FAYE** N/S, non drinker, lots of love to give, seeks special, genuine, honest male. Tel No: 0906 515 7112 Box No: 349309 ☞

**MARGARET** 69, 5ft 4ins, active, N/S, GSOH, likes keep fit, walks, meals out, nights in, holidays, seeks nice likeminded gent, 65-70 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349085 ☞

**GORGEOUS** tall feminine brunette seeks special loving, much older guy with a passion for life to get together with. Status unimportant. Tel No: 0906 515 7112 Box No: 349035 ☞

**CHATTY** blonde, fun to be around, will try anything on, looking for some serious fun with confident guy. Tel No: 0906 515 7112 Box No: 349033 ☞

**PETITE** female with lovely long auburn hair, sensitive and loving seeks someone nice to share lots of cuddles, TLC and more. Tel No: 0906 515 7112 Box No: 349031 ☞

**CURVY** blue eyed blonde who just wants to have a good time with no complications WLTm likeminded guy. Looks unimportant. Tel No: 0906 515 7112 Box No: 347127 ☞

**VIVACIOUS** brown eyed brunette seeks tall, confident, tactile guy looking for romantic fun. Tel No: 0906 515 7112 Box No: 347125 ☞

**GORGEOUS** blue eyed brunette, hurt in past and looking for someone to mend a broken heart and put some lust back. Tel No: 0906 515 7112 Box No: 347123 ☞

**ALICE** 47, black, seeks older male for love and relationship. Tel No: 0906 515 7112 Box No: 381748 ☞

**WARM** caring woman, 59, too young to be old, likes pubs, meals out, walks, cinema, theatre, seeks kind, caring, reliable, solvent male for friendship/relationship. Tel No: 0906 515 7112 Box No: 349465

**STRAIGHT** female, 60-75 seeking male companionship, no complications for fun and socialising, gay man welcome. Tel No: 0906 515 7112 Box No: 341379 ☞



**CHEEKY** brunette, seeks much older male to have some fun with. Tel No: 0906 515 7112 Box No: 37306 ☞

**DEBBIE** 40, gorgeous cuddly red haired beauty, WLTm a beautiful romantic man to sweep her off her feet and put some fun back. Tel No: 0906 515 7112 Box No: 346807 ☞

**CAROLE** 52, long chestnut hair, attractive, 5ft 4ins, medium build, likes travel, animals, countryside, seeks Scottish male, under 57 with hair. Tel No: 0906 515 7112 Box No: 380448

I love rock and roll. Dance partner needed for lovely slim blonde in Hove, 5ft 7ins, 50 plus, no ties, needs nice, intelligent guy 50 plus, tall, no ties who wants to boogie and maybe more. Tel No: 0906 515 7112 Box No: 378984 ☞

**WARM** caring woman, 59, too young to be old, likes pubs, meals out, walks, cinema, theatre, seeks kind, caring, reliable, solvent male for friendship/relationship. Tel No: 0906 515 7112 Box No: 344965

**37YR** old blonde beauty, hour glass figure, likes to look good for her man, has much to offer a tall romantic male. Tel No: 0906 515 7112 Box No: 347317 ☞

**NATALIA** attractive, brunette, brown eyes, 40's, N/S, slim, fit, friendly, seeks sincere, N/S, solvent male for love and relationship. Tel No: 0906 515 7112 Box No: 344393

**PROFESSIONAL** attractive, friendly, black British female, mid 40's, size 10-12 likes socialising, seeks sincere male of any nationality for LTR. Tel No: 0906 515 7112 Box No: 341125

**ATTRACTIVE** young at heart professional, no ties seeks attractive male for mutual friendship. Status unimportant. Tel No: 0906 515 7112 Box No: 355886 ☞

**KAREN** 34, leggy brunette who knows there's more to life than just work! WLTm confident professional male for time off meets in London and fun. Tel No: 0906 515 7112 Box No: 342525 ☞

**PATRICIA** outgoing, confident, feminine, warm, friendly, smart, good company, attractive, seeks similar male. Tel No: 0906 515 7112 Box No: 347215 ☞



## Men Seeking

**HONEST** reliable, handsome, black male, 47, affectionate, seeks mature, trendy, white female, 42-62 for going out, laughter and life. Tel No: 0906 515 7112 Box No: 350653

**PAT** 50, black, honest, kind, seeks female for discreet fun times. London. Tel No: 0906 515 7112 Box No: 350541

**WHITE** English male, 57, N/S, broad shouldered, likes concerts, music, cinema, seeks sensual, intelligent female, 21-45. Tel No: 0906 515 7112 Box No: 350457 ☞

**RAY** 5ft 9ins, slim, 55, caring, good heart, easygoing, seeks female of similar age. Tel No: 0906 515 7112 Box No: 350365 ☞

**COSTA** 42, 5ft 11ins, slim, athletic, educated, graduated lawyer, seeks attractive lady, any age for fun, friendship, maybe more. Tel No: 0906 515 7112 Box No: 350243 ☞

**LADY** 50 plus sought by slim, attractive professional male 45 for discreet relationship. London/Surrey Tel No: 0906 515 7112 Box No: 350219

**MALE** 59, 5ft 8ins, ex footballer, seeks attractive, slim-medium build female for good times. Eastbourne Tel No: 0906 515 7112 Box No: 382096 ☞

**ALEX** professional black male, 36, likes travel, meals out, museum, theatre, seeks kind lady. Tel No: 0906 515 7112 Box No: 350203 ☞

**YOUTHFUL** male, 49, 5ft 8ins, N/S, white, seeks slim African Princess, 30-45 for fun and laughter maybe more. Tel No: 0906 515 7112 Box No: 350185 ☞

**BARBARA** divorced, active, 5ft 7ins, dark hair/eyes, likes cinema, theatre, meals out, holidays, seeks intelligent male with GSOH for friendship, maybe more. Tel No: 0906 515 7112 Box No: 346745 ☞

**VOLUPTUOUS** big hearted young brunette seeks hunky guy who likes body art to make life a bit more interesting. ACA. Tel No: 0906 515 7112 Box No: 347165 ☞

**BEAUTIFUL** tall brunette with a lovely smile seeks tall, well built mature male to share wine, lots of laughter and more. Tel No: 0906 515 7112 Box No: 347163 ☞

**VIVACIOUS** dark haired, brown eyed, petite single mum, witty, caring, enjoys life, seeks male, 42-50 with GSOH, kind heart and who likes socialising. Tel No: 0906 515 7112 Box No: 348655 ☞

**DOWN** to earth female, 5ft 8ins, 42, seeks sincere, honest male. Portsmouth. Tel No: 0906 515 7112 Box No: 348557 ☞

**HONEST** caring, genuine female, 44, GSOH, likes meals out, nights in, seeks similar male. Tel No: 0906 515 7112 Box No: 381844 ☞



**LEO** passionate, uninhibited, medium build, caring, mature, semi retired, N/S, easygoing, OHAC, GSOH, seeks similar petite lady. Tel No: 0906 515 7112 Box No: 350171

**ATTRACTIVE** caring male, 36, likes most things, meals out, cinema, walks, nights in, seeks nice lady, 20-40 for good times. Eastbourne Tel No: 0906 515 7112 Box No: 382058

**BLACK** male, 25, tall, seeks female, 25-35 for serious relationship. Tel No: 0906 515 7112 Box No: 382044 ☞

**DO** you fancy a real sexy man, Duracell type to make your dreams come true. Me 55, you 48 plus. Tel No: 0906 515 7112 Box No: 350583

**EXCITING** 55yr old pleasant male, all action, seeks similar open lady, 48-65. Tel No: 0906 515 7112 Box No: 350579

**GENUINE** young 60yr old, neglected, lonely, seeks nice lady for fun and friendship. Tel No: 0906 515 7112 Box No: 350383 ☞

**IAN** mid 50's, medium build, brown eyes, dark hair, likes nights in/out, music, pubs, seeks female. Tel No: 0906 515 7112 Box No: 350371 ☞

**MALE** seeks special female, 36-46 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 350315 ☞

**PROFESSIONAL** male, 55, slim, 5ft 11ins, divorced, N/S, likes travel, sports, walks, seeks slim, fit, N/S, genuine female, 48-59. Tel No: 0906 515 7112 Box No: 350257

**SINGLE** male, 60, medium build, kind, caring, GSOH, likes music, walks, places of interest, WLTm lady up to 60. Tel No: 0906 515 7112 Box No: 350043

**JAMES** late 40's, likes walks, socialising, cinema, meals out, theatre, teetotal, seeks female, 40-50 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 350545 ☞

**CRAIG** 25, likes wrestling, theatre, church, socialising, seeks lady, 18-40 preferably ex model for LTR. Redhill Tel No: 0906 515 7112 Box No: 382134 ☞

**RICHARD** 49, 6ft, slim, professional, GSOH, tactile, affectionate, likes most things, seeks slim, affectionate female. Tel No: 0906 515 7112 Box No: 349519 ☞

**TAFFY** 47, young looks, nice personality, loyal, GSOH, pet lover, seeks female for text friendship, maybe more. Tel No: 0906 515 7112 Box No: 381962

**6FT** male, 24, brown hair, blue eyes, slim, athletic, outgoing, likes clubs, bars, sports, gym, seeks female for fun and friendship, maybe more. Tel No: 0906 515 7112 Box No: 349981 ☞

**6FT** 2ins male, dark hair, blue eyes, hardworking, professional, GSOH, likes sports, travel, seeks outgoing female. Tel No: 0906 515 7112 Box No: 349939

**PAUL** 44, 5ft 7ins, outgoing, caring, smoker, seeks slim, outgoing, fun girl, 30-45 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349313 ☞

**BLACK** male, 30, attractive, seeks female, 18-40 slim-medium build for fun and friendship. Tel No: 0906 515 7112 Box No: 349267

**ACTOR** 5ft 10ins, strong build, likes theatre, music, comedy, politics, seeks intelligent, attractive female, 30-45 with GSOH. Tel No: 0906 515 7112 Box No: 349871 ☞

**MATURE** attractive, fit male, seeks slim, petite, sexy Asian/Oriental/Latino lady for fun LTR. Tel No: 0906 515 7112 Box No: 349805 ☞

**WIDOWER** 66, tall, likes sports, meals out, walks, seeks attractive female of similar age for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349581

**PAUL** 44, easygoing, seeks attractive, outgoing female of similar age. Tel No: 0906 515 7112 Box No: 381896 ☞

**NICE** male, late 50's, tall, blue eyes, grey hair, friendly, fit, likes boats, cars, outdoors, seeks female, late 50's for 1-2-1. Tel No: 0906 515 7112 Box No: 381886 ☞

**TALL** athletic 30yr old male, seeks caring female, size 16 plus for fun, leading to relationship. Tel No: 0906 515 7112 Box No: 349107 ☞

**AFFABLE** gentle teacher, 56, likes rock, arts, culture, travel, seeks intelligent, attractive woman, no kids for LTR/marriage. Tel No: 0906 515 7112 Box No: 347051 ☞

**NICK** 28, builder, 6ft, shaved head, blue eyes, medium build, seeks female for fun and maybe more. Tel No: 0906 515 7112 Box No: 350015

**ROSS** 42, 5ft 10ins, green eyes, brown hair, likes music, kind, caring, seeks special female. Tel No: 0906 515 7112 Box No: 349893 ☞

**EARLY** 60's male, 5ft 8ins, blue eyes, GSOH, likes most things, seeks similar fun loving female, 55 plus for good times, maybe more. Tel No: 0906 515 7112 Box No: 349285

**CHARISMATIC** creative, intelligent, handsome, quintessentially sexy male model/massage therapist 39, seeks stylish stunning, sensual lady. London. Tel No: 0906 515 7112 Box No: 381966

**ANDY** 42, romantic, loving, attractive, likes nights out, cooking, weekends away, seeks busty female, 32-55 with GSOH for LTR. Tel No: 0906 515 7112 Box No: 349281 ☞

**PROFESSIONAL** affluent executive, 5ft 8ins, N/S, needs to correct work/life balance, seeks lady, 35-45 to share quality time with. Tel No: 0906 515 7112 Box No: 348899 ☞

**TALL** loving Latino male, well built, slim, olive complexion, openminded, likes music, sports, culture, politics, theatre, reading, writing, seeks N/S, busty female for friendship, maybe more. Tel No: 0906 515 7112 Box No: 340165

**SUSSEX** male, 45, trusting, presentable, seeks female, 40-50 faithful and believes that romance is not dead. Tel No: 0906 515 7112 Box No: 381884 ☞

**SOLVENT** male, 45, 5ft 10ins, dark hair, fit, sporty, seeks tall, curvy female, 35-45. Tel No: 0906 515 7112 Box No: 381870

**SLIM** good looking male, naturalist, likes conversation, wine, sunshine, seeks female with similar interests. Tel No: 0906 515 7112 Box No: 381840 ☞

**WIDOWER** 68, 6ft tall, grey hair, N/S, likes sport, music, theatre, seeks attractive N/S female, 60-66 for LTR. Eastbourne. Tel No: 0906 515 7112 Box No: 323687

**PAUL** 48, slim, 6ft, seeks caring female. Tel No: 0906 515 7112 Box No: 348705 ☞

**ROMANTIC** good looking male, early 50's, many interests, seeks tall, black lady for friendship. Tel No: 0906 515 7112 Box No: 381418

**JEFFERY** 52, white, 6ft 2ins, medium build, likes meals out, cinema, holidays, seeks single, genuine black female for 1-2-1 relationship. Tel No: 0906 515 7112 Box No: 348663 ☞

**JOHN** 5ft 2ins, medium build, 56, likes disco dancing, walks, meals out, down to earth, seeks slim-medium build female, 45 plus for LTR. Tel No: 0906 515 7112 Box No: 349119 ☞

**DAVID** young intelligent, strong, funny male, 30, black British African, seeks beautiful female with GSOH to share relationship and fun. Tel No: 0906 515 7112 Box No: 381898 ☞

**ATTRACTIVE** blond blue eyed male, 47, HIV positive, extremely genuine, sincere, GSOH, OHAC, seeks warm, sincere, Oriental/black/Asian female. Tel No: 0906 515 7112 Box No: 348973

## Gay Seeking

**TALL** non scene guy mid 20's, seeks older gent, 65 plus for friendship/relationship. Tel No: 0906 515 7112 Box No: 348543

**MARK** 58, divorced, bi, 5ft 11ins, good shape, seeks bi male for fun and friendship. Tel No: 0906 515 7112 Box No: 337763

**VIC** 70, fit, healthy, own home, seeks CD male for fun and friendship, maybe more. Tel No: 0906 515 7112 Box No: 338903

**ANTHONY** divorced, bi-curious, fit, 40's, likes wine, travel, seeks similar guy to see what happens. Tel No: 0906 515 7112 Box No: 381120 ☞

**JAMIE** Eastbourne, 35, gay, seeks same in local area for LTR. Tel No: 0906 515 7112 Box No: 381522 ☞

**TALL** blond, muscular non scene guy 29, seeks older solvent gent, 65 plus for friendship/relationship. Tel No: 0906 515 7112 Box No: 348543

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Picture IGOR KUPCO

**TOUGH GOING:** Dover are without a win in four games

## Winless streak continues for toothless Sharks

DOVER are now without a win in their last four games after a Chichester penalty in stoppage-time snatched victory from their grasp at Crabble.

The Sharks went into the game on the back of three straight defeats, while Chichester boasted a six-game unbeaten run, although both squads were severely hampered by injuries.

With a powerful pack driving them on, Chichester pushed Dover back in the early stages and scored the afternoon's first try in only four minutes after snaffling a loose ball in midfield.

### RUGBY

#### Dover 10 Chichester 10

The conversion was added to leave Dover 7-0 down, but a Ben Murray penalty reduced the deficit midway through the half and the home side then took the lead eight minutes before half-time.

Jamie Townley and Ben Sedgwick were involved in the move which saw the ball eventually reach Buster Collins, who ran in to score under the posts for a converted try.

Playing down the Crabble slope in the second-half, Dover looked dangerous through Townley, Martyn Beaumont and Ricky Mackintosh, but a desperate Chichester defence kept them at bay. Both sides missed attempts at goal and Dover's decision-making let them down too often before the West Sussex side kicked a penalty seven minutes into added time to level the scores.

The Sharks are now sixth in London 1 South, three points behind Chichester and 13 adrift of leaders Tonbridge Juddians, whose mammoth winning run was finally ended at Cobham on Saturday.

### GOLF

Picture ADY KERRY

**GRAND:** Royal St George's to host the 2011 Open

## Royal St George's in shape for The Open

A LEADING tournament official has given his backing to the excellent condition of Royal St George's as preparations for next summer's Open Championship intensify.

The oldest of the sport's four major tournaments makes its 13th visit to the club in Sandwich Bay next July after an eight-year absence.

The R&A, which organises the event, have been in close contact with the historic club since announcing them as 2011 hosts three years ago. Members of their championship team now make weekly visits to keep the project on track.

While a host of other logistical factors are still to be finalised, the club itself is deemed to be in great shape to host the world's finest players.

David Hill, the R&A's championship director, is delighted with the standard of the course, which has undergone only minor alterations since the 2003 Open.

"We're very happy, the bunkers are all being riveted and everything's being done to ensure the fairways are running," he said. "Of course, we're in the hands of the weathermen as to whether the rough will be light or heavy."

"We actually haven't made that many changes. The course was a great test here the last time – Ben Curtis won on one-under-par, so in that sense it was a very good test of golf and there's no real need to make it a lot more difficult."

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**OPPORTUNITY:** Whites' boss Martin Hayes, far right, says that his side can give Gillingham a game in the FA Cup, especially with Adam Birchall, left, in red-hot scoring form

Picture SIMON HARRIS

# Hayes excited by chance to give Gills an FA Cup beating

DOVER Athletic boss Martin Hayes is more than convinced his side have the potential to cause an upset by knocking Gillingham out of the FA Cup.

The Whites have earned the right to take on the county's leading club at Priestfield on Saturday, after thrashing Farnborough 5-0 in last Tuesday's first round replay.

Hayes said: "It's a massive game for the club and myself. To be able to say I have led Dover into the FA Cup first round against Gillingham sounds great every time I say it."

"We will be giving it our all. There are only about 35 places between the two clubs and it's the FA Cup so anything can happen. It's a great occasion for the supporters who have watched their club come up from Ryman South to the Conference South. I just hope we can give them something to cheer about."

### FOOTBALL

■ BY TOM HOWARD

Not only is the tie Dover's first FA Cup first round appearance for eight years, but in many ways it is the dream clash for supporters after a summer of upheaval involving the two clubs.

Athletic chairman Jim Parmenter and supporters were left angered when then manager Andy Hessenthaler, his replacement Ian Hendon, academy boss Darren Hare and Nicky Southall all left the club to join the Gills before the start of the season. The bad blood in the summer forced the Whites to cancel their pre-season game with Gillingham.

Dover have been handed 2,400 tickets for the trip, of which 2,000 have already been sold for the eagerly anticipated game.

Hayes said: "To have nearly a third of the

ground should create a great atmosphere and I'm sure the supporters will be making some noise. Obviously there is the rivalry between the two clubs, but I'm sure the Dover fans will want to beat Gillingham whoever is in charge."

Although the Dover boss is confident his side can cause an upset, Hayes expects Hessenthaler to rally his side in a bid to avoid a shock FA Cup exit.

He said: "I think Andy (Hessenthaler) will be winding his players up before the game because he will not want to come unstuck against Dover. They are professionals and if they perform to their potential then it will be tough. However, if we perform to our best we have certainly got enough to hurt them."

The Whites moved up to fifth in Conference South after a 4-1 win at Bishop's Cleeve on Saturday.

In-form striker Adam Birchall grabbed a brace while Joe Tabiri and Harry Baker completed the scoring.



# Porter spurs his players on to cause major cup upset

Picture IGOR KUPCO



**HIGH HOPES:** Scott Porter, right, has been running the rule over Hythe's League Two FA Cup opponents Hereford

HUNDREDS of Hythe Town supporters will head to Hereford United on Saturday hoping their dream FA Cup run still has at least one twist in the tale.

The lowest ranked club left in the competition have won six ties to reach the first round proper, knocking out a Conference South and Ryman Premier club along the way.

A game against Football League opposition this weekend is their reward, with about 500 supporters expected to make the long journey.

While just being in the first round is a huge achievement – it is the first time a Kent League side has reached this stage for more than half a century – Town boss Scott Porter is urging his players to believe they can spring another surprise.

"We believe we can get at least a draw and take them back to our place," he said.

## Unprecedented

"We have to enjoy what has happened and soak it up, but we're not going to go there and roll over. As soon as we get in the changing room it will be serious, although I don't think we will need a lot to get us going.

"We might need to have a bit of luck and need them to have an off-day, but we've got to make sure we're in the game, not concede in the first 20 minutes and build from there.

"The confidence around the place is fantastic, we just can't wait to get on with it."

The club has received unprecedented media attention since reaching the first round,

## FOOTBALL

■ BY DAVID PRITCHARD

with national newspapers and television crews visiting Reachfields in the last week.

Porter is preparing as professionally as possible and travelled to watch Hereford take on Aldershot in League Two last night.

He also met up with Gills boss Andy Hessenthaler on Monday to look over some DVDs of United in action.

The Town boss may want to avoid looking at highlights from Saturday's game, when struggling Hereford suddenly found some form as they thrashed Stockport County 5-0.

The gulf between the sides was demonstrated last weekend. While the Bulls were running riot at Edgeley Park, Hythe were losing 2-0 to Lordswood in front of 105 spectators.

Both goals in the Premier Division Cup first round first leg came in the opening 12 minutes, with Gavin Ransley putting through his own net for the second goal.

Porter, who rested all his key players, was not too concerned about the display.

He said: "No disrespect to the League Cup, but it's not something we have our eyes on. It was a good game to play in because if it had been a league game we might have come unstuck. It was just a game we had to get out of the way."

• **If you can't get to the game on Saturday and want to follow Hythe's progress, visit [www.kentsport.co.uk](http://www.kentsport.co.uk) from 2pm onwards for all the build up, live match updates, report and reaction.**

## FOOTBALL



Picture IGOR KUPCO

**KEY MAN:** Jimmy Dryden should return to action soon

## Cugley hopes return of Dryden can help shot shy Invicta

### Folkestone Invicta 0 Thamesmead 0

A LACK of firepower again hampered Folkestone Invicta as they were unable to find a way past Ryman North side Thamesmead Town on Saturday.

Frankie Chappell came closest to breaking the deadlock in the FA Trophy tie when he hit the crossbar, but the visitors also struck the woodwork as they set up a replay at Bayliss Avenue last night.

The Seaside have struggled going forward all season, with just seven goals scored in 12 league games. Injuries have prevented first choice front two Jimmy Dryden and Paul Jones from playing together, while a move for Stuart King has stalled with Herne Bay believed to be asking for £4,000.

The problems may start to ease imminently, however, with James Everitt returning from a three-game suspension for Saturday's trip to Canvey Island. More significantly, Dryden's knee has been given the all-clear from doctors and the striker returned to light training last weekend.

If all goes well the forward, who also missed most of last season, could make his long-awaited playing return later this month, much to the relief of Invicta boss Neil Cugley.

He said: "Jimmy's just a quality player, a 20-goals a season man and we have really missed him. He's a class act and a player we can't really replace."

While the FA Trophy provided a welcome diversion, staying in the Ryman Premier remains the priority. A slow start means Invicta travel to Canvey on Saturday in the relegation zone, a position Cugley is keen to rectify quickly.

He said: "We've got to start getting some points on the board. I haven't seen anything in the league to frighten us, but we have to have our better side out to cause problems."

Log on to [www.yourshepway.co.uk](http://www.yourshepway.co.uk) for details of last night's replay at Thamesmead.

## LEAGUE TABLE

(Not including midweek games)

### CONFERENCE SOUTH

	P	W	D	L	Gd	Pt
1 Braintree Town	13	9	2	2	+17	29
2 Bromley	13	8	4	1	+7	28
3 Chelmsford City	12	8	1	3	+9	25
4 Welling United (-5)	13	9	2	2	+13	24
5 Dover Athletic	12	7	2	3	+11	23
6 Ebbsfleet United	12	6	4	2	+6	22
7 Eastleigh	12	6	2	4	+9	20
8 Farnborough	12	6	2	4	+5	20
9 Hampton & Richmond	13	4	5	4	-2	17
10 Havant & Waterlooville	11	4	4	3	+5	16
11 Woking	12	5	1	6	-4	16
12 Weston-super-Mare	13	4	4	5	-6	16
13 Basingstoke Town	12	4	3	5	-2	15
14 Dorchester Town	13	4	3	6	-4	15
15 Bishop's Cleeve	13	5	0	8	-13	15
16 Staines Town	12	3	5	4	-1	14
17 Maidhead United	11	4	1	6	-9	13
18 Dartford	12	2	5	5	-3	11
19 St Albans City	12	1	6	5	-6	9
20 Thurrock	12	0	6	6	-9	6
21 Lewes	13	1	3	9	-11	6
22 Boreham Wood	12	1	3	8	-12	6

### RYMAN PREMIER DIVISION

	P	W	D	L	Gd	Pt
1 Kingstons	12	8	1	3	+10	25
2 Sutton United	12	7	4	1	+9	25
3 Lowestoft Town	12	7	3	2	+9	24
4 Concord Rangers	13	5	5	3	+5	20
5 Tonbridge Angels	13	6	2	5	+4	20
6 Billericay Town	13	5	5	3	+2	20
7 Hendon	11	5	4	2	+8	19
8 Bury Town	11	5	4	2	+1	19
9 AFC Hornchurch	13	5	4	4	-3	19
10 Carshalton Athletic	9	5	2	2	+8	17
11 Hastings United	13	4	5	4	+2	17
12 Cray Wanderers	12	4	4	4	+8	16
13 Margate	12	4	4	4	+5	16
14 Canvey Island	11	4	4	3	+5	16
15 Tooting & Mitcham	13	4	3	6	-8	15
16 Wealdstone	12	3	3	6	-3	12
17 Maidstone United	14	2	5	7	-8	11
18 Harrow Borough	13	1	7	1	-8	10
19 Avelley	13	2	4	7	-10	10
20 Folkestone Invicta	12	2	4	6	-11	10
21 Croydon Athletic	11	2	3	6	-12	9
22 Horsham	11	2	2	7	-13	8

### KENT LEAGUE PREMIER DIVISION

	P	W	D	L	Gd	Pt
1 Herne Bay	11	6	4	1	9	22
2 VCD Athletic	10	6	3	1	6	21
3 Beckenham Town	9	6	1	2	8	19
4 Greenwich Borough	9	6	0	3	10	18
5 Deal Town	10	5	1	4	-2	16
6 Hythe Town	7	4	1	2	6	13
7 Erith Town	9	3	4	2	3	13
8 Sevenoaks Town	9	4	1	4	-2	13
9 Tunbridge Wells	7	3	3	1	10	12
10 Norton Sports	8	2	4	2	1	10
11 Fisher	9	3	1	5	-5	10
12 Erith & Belvedere	7	2	1	4	-3	7
13 Corinthian	8	2	1	5	-7	7
14 Lordswood	8	1	2	5	-6	5
15 Holmstead	10	1	2	7	-11	5
16 Sporting Bengal	9	1	1	7	-17	4

### FIXTURES (Saturday):

FA CUP FIRST ROUND: Gillingham v Dover Athletic, Hereford v Hythe Town  
RYMAN LEAGUE PREMIER DIVISION: Canvey Island v Folkestone Invicta

# Spirited Folkestone leave themselves too much to do

## RUGBY

### Crowborough 25 Folkestone 17

A NIGHTMARE start left Folkestone with too much ground to make up as they lost to London 3 South East leaders Crowborough.

The visitors, without key players Jack McMurray, Ben Flatman, David Baxter and Moose Murray, quickly found themselves 15-0 down and although they responded well to the setback, it was too much to ask against a side with a 100 per cent record in the league.

They were behind inside the first minute as their defence was caught flat-footed by a kick up the touchline, allowing Crowborough's winger to sprint through and touch down.

A combination of good support play by the hosts and poor tackling from the Stones, doubled Crowborough's advantage and they added a third try shortly afterwards.

Eventually the visitors stirred themselves and Trevor Squire dragged them into the game by chasing on to Ben Brooks' kick for a try, but just before the break Crowborough's pack drove over for a fourth try to lead 20-5.

The interval revived Folkestone, who immediately reduced the arrears with another try from Squire, who added the conversion.

The visitors then had cause to feel hard done by, as Adam Tolman was pulled back as he was poised to collect his own kick to score. The referee failed to see the infringement and to rub salt in the wounds, Crowborough added a fifth try before Ollie Brooks' late score.

Folkestone play Heathfield & Waldron on Saturday in the second round of the Senior Vase.



Picture IGOR KUPCO

**HELD OFF:** Folkestone were 20-5 down at half-time

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